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PERSONAL MAGNETISM CLUB

OF

AMERICA

ORGANIZED TO EXEMPLIFY IN PUBLIC AND
PRIVATE LIFE THE

PRINCIPLES OF PERSONAL POWER

AS TAUGHT BY

EDMUND SHAFTESBURY

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THE AUTHOR

DEDICATES

THIS NEW SEVENTH EDITION

to the

MAGNETISM CLUB

which is being formed with the issue of the present volume.
He will be with each and every member in the
great work to be accomplished.

"I thither went
With inexperienced thought, and laid me down
On the green bank, to look into the clear
Smooth lake, that to me seemed another sky.
As I bent down to look, just opposite
A shape within the watery gleam appeared,
Bending to look on me. I started back,
It started back; but pleased I soon returned,
Pleased it returned as soon with answering looks
Of sympathy and love. There had I fixed
Mine eyes till now, and pined with vain desire,
Had not a voice thus warned me: 'What thou seest,
What there thou seest, fair creature, is thyself.'"

Magnetism is the origin of life.

Magnetism is the cause of living.

Magnetism is thought and brain-vitality.

Magnetism is nerve-feeling and energy.

Magnetism is personal power.

Magnetism is the source of all the elemental powers.

Magnetism is capable of accomplishing everything that is possible.

THE WORK AHEAD OF US

AND THE

DUTIES OF THE MAGNETISM CLUB.

Before this book is finished, and the experiments of the various lessons are done, the student of these pages will have received proof of the following facts:

1. That magnetism permeates all life from the least to the greatest.

2. What it is, how it exists, and its methods of operation.

3. The accidents by which some persons are naturally endowed with the so-called power.

4. The kind of individual who cannot acquire personal magnetism.

5. The kind of individual who can acquire personal magnetism.

6. The popular errors now prevalent on the subject.

7. The best course to pursue.

8. The advantage derived from private personal experiments on one's self.

9. The use of experiments on others.

10. The best use of personal magnetism as a power in general life.

11. The best methods of gauging the condition at any time.

12. The best methods of measuring the progress made at each stage of the work.

THE DRIFT OF LIFE.

By Edmund Shaftesbury.

I. SOURCE OF MAGNETISM.

Sweetly the morning sunlight,
  Climbing the mountain high,
Poured down its gold-beams slanting
  Like a pathway from the sky;
And along this highway gleaming,
  Came the spirit of one we love;
    Our home to bless
    In this wilderness,
  It came from heaven above.

II. PASSING OPPORTUNITY.

Swiftly the day advancing
  Sped like the sunshine by;
While the glowing orb of heaven
  Flooded the noon-tide sky.
The rose grew wild on the mountain,
  The bee sipped the honeyed flower,
    And down the vale
    The lily pale,
  Nodded the fleeting hour.

III. LOST.

Gently the evening sunlight
  Touched the horizon's bar,
Reaching the sea eternal,
  Lighting the land afar.
And down the gold-beams slanting
  Like a pathway to the sky,
    On pearls of light,
    Through the gateway bright,
  It passed to the realm on high.

FIRST STAGE.

SOCIAL PERIOD.

CHAPTER I.

THE DRIFT OF LIFE.

HUMANITY is hemmed in by so many influences that, from time immemorial, no real effort has been made to gain control of the impulses that run loose in the world. It has been, and still is, easier to let things go as they will rather than exert the will to direct them.

We are all creatures of emotions, passions, circumstances and accident. What the mind will be, what the heart will be, what the body will be, are problems that are shaped to the drift of life, even when special attention is given to any of them.

If you will sit down and think for a while you will be surprised to know how much of your life has been mere drift; how little you have done toward finding out the power that operates in animal volition, whence it comes, how it is lost, and how it may be utilized.

Look at any created life, and see its effort to express itself. The tree sends its branches toward the sunlight; struggles through its leaves to inhale the air; and, even underground, sends forth its roots in search of water. This you call inanimate life; but it represents a force that comes from some source and goes to some equilibrium.

Man is a higher animal, and animal life is a higher vegetation. There are more millions of flesh cells in your body than your mind could conceive or your pencil could write

in figures, yet not one of these cells originated otherwise than in a vegetable, nor could it have originated but for some force that existed in and of the cell itself.

We propose to call this force mere energy, and you may give it any scientific name you please. It has been named by various investigators, but the terms used do not help the student to understand it any the better. In fact, whenever a new book is written the author, believing that his invention of a few hundred scientific words will establish a new science and draw all students to his feet, loads the volume with long and unbearable terms until its interest sinks with its weight. Once in a while a short, simple word is necessary to the explanation of a new idea; but the disposition of scientific writers to invent hundreds and thousands of long technical terms has loaded their special literature with an incubus that for the most part throttles it.

There is no place on this globe where energy is not found. The air is so loaded with it, that in the cold north the sky shines in boreal rays; and wherever the frigid temperature yields to the warmth, the electrical conditions may alarm man. Water is but a liquid union of gases, and is charged with electrical, mechanical and chemical energies, any one of which is capable of doing great service and great damage to man. Even ice, in its coldest phase, has energy, for it is not subdued, nor even still; its force has broken mountain rocks into fragments.

This energy about us we are drinking in water, eating in food and breathing in air. Not a chemical molecule is free from it; not an atom can exist without it. We are a combination of *individual energies.*

REASON OF UNMAGNETIC CONDITIONS.

The plant is a collection of individual energies, without the power to unite the forces they represent, except in its gen-

eral life. Man is a similar collection with the power and sometimes the habit of so uniting the individual energies within him; but he has the possibility of educating and training this power.

If we can be understood at this step it will help along the work of the present volume both in your understanding of it and your practice of its exercises. In the first place your body, whether living or dead, is a collection of millions times millions times millions of little energies, that can never die. In the second place these energies are separate and individual; although at times they act in some degree of harmony. In the third place the human body is a drifting mechanism of life, capable but not accustomed to control the forces within it, except as habit, will, cultivation or special excitement may marshal these forces to the accomplishment of some important end. We are satisfied from many experiments and from the reports of a host of pupils that this power of marshaling and using these energies can be, in every person, cultivated to a high degree. To do so much as this, the pupil must study and practice.

You drift day after day.

The air, sunlight, food and water you take, are agents of a force that comes from the sky and earth. You idly float upon the tide of circumstances to make up your day's life, and the opportunities of being something better than you are drift beyond your reach and pass away.

There are three classes of persons who will undertake the study of this work, and the performance of the exercises:

1st. Those who, through curiosity, or as incredulous investigators, pursue the study with hesitation and indifference.

2d. Those who commence with enormous zeal and determination to succeed, and devote every spare moment to it for a few days, or weeks, and then suddenly cool off. This

is a large class, and they have had their ardor as suddenly cool off in a hundred other undertakings before.

3d. Those who commence deliberately and work and wait patiently, plodding along in the dark for the proper length of time, but persisting until the light dawns upon them. When the light does come it seems to break all at once. They possess that rare faculty called application.

The foregoing classes embrace all persons. The last named will achieve success. The other two will accomplish something of value in every minute they devote to it. Out of the very many exercises of the book *there is not one* which is not of great value.

When the subject was first being systematized for study, there was no intention to connect it in any way with benefits to the health; but it was found that every exercise produced good results in that line. Therefore, while not claiming or laying stress upon the fact, we find the following to be always true of this special training:

1. It promotes a healthy blood circulation.
2. It invigorates the whole body.
3. It builds a good brain power.
4. It makes perfect nerves, overcoming nervous prostration.

OUTLINE OF THE COURSE.

First.—It is expected of you that you will glance nervously and hastily through the pages of this book; catch but little of its true spirit; then lay it aside for a more convenient period in which to investigate its problems.

Second.—When the convenient period has arrived you will review the book with more care; read its theories with scientific interest, even if you never dabbled in science; examine the exercises with critical thought, and again lay it aside for further perusal.

Third.—The further perusal will come in time. You will be thinking it over. The run of the mind is the director-general of the energies of the body. The thinking of a subject leads to the absorbing of it; and so, little by little, the study will be undertaken.

HOW MUCH TIME WILL IT TAKE?

This is the question that everybody asks. Let it be answered by asking how much time does it take for one who is naturally gifted with personal magnetism to acquire or to hold the power? It takes no time at all. When the singer whose voice is getting worse is told that there is an artistic position in which the vocal organs may be maintained in order to improve the tones by the mere act of using, he needs no more time to sing with those organs in their proper place than to sing with them out of place. This is the whole secret of magnetism-growth. How long will it take a young lady to write a letter, spelling her words correctly, as compared with the time required to write the same letter, spelling the words incorrectly? How much more time is required to go upstairs so as not to weary the body, than to go up in the usual careless way? No more.

You will now begin to catch the secret of our course of instruction. Yet some routine work must be done. This will be found to be agreeable and full of pleasant experiences. Our earlier instruction kept the student down to severe labor without much relief, and while the progress was rapid, it has been found that even more speedy results are obtainable by the use of the natural vitality that daily loses itself in the drift of life. Where the waters of Niagara rush to seek their quietude in the volume of the lake below, the building of steam engines where Nature's forces are mightier than man's inventions would be the adoption of the lesser for the greater.

For endless time there has run to waste in that one region more power than was needed to run all the enginery of earth.

In like manner each individual carries in his own body and loses daily through drifting habits more energy than the most magnetic man or woman that ever lived needs to give absolute supremacy to active life. It is true that we can acquire power by building the steam engine on the banks of Niagara, and that the steam so employed is a natural force, as gravity is; but economy prefers to use the power that is at hand awaiting man's bidding, rather than go to the trouble of generating it in less quantity and energy. The work before us is to acquire the most satisfactory results in the briefest time and with the least effort.

THE NEW SYSTEM.

Many years ago the first method of training in the art of acquiring personal magnetism was given to pupils who were content with manuscript and typewritten descriptions of the exercises. Time was required to produce marked results, although now and then some man or woman would come rapidly forward and attain in a few weeks what others could not secure in less than a year or more.

Very recently the author put into practice with novices and others a certain regime which at once gave the most gratifying results in each and every case. It was the first instance in which the energy known as personal magnetism had been brought into active existence at the start. The tests were repeated again and again, and with pupils of both sexes and almost all ages from eighteen to sixty. Of course we did not select ignorant persons, but took those who were of fair average intelligence, as well as those who were highly educated. No attempt was made to overcome the will of a pupil. We never do that. Magnetism is not hypnotism.

They are at opposite poles. Magnetism increases and builds up the will power; hypnotism breaks it down.

This proposition should be clearly understood:

Every lesson of this volume leaves the pupil stronger in mind, will, nervous energy and health.

The influences that others seek to throw out around you have been an obstacle in your path. You have felt them, but your mind has been unconscious of their presence. As such influences disappear your life will emerge from its vale, taking on a better guise and yielding greater satisfaction day by day.

FIRES OF MAGNETISM.

By Edmund Shaftesbury.

I. THE BEAUTIFUL.

I know a girl whose eyes are blue,—
Blue as the deep sky's richest hue;
Fair as the day and tempting as the flower
Whose gorgeous petals grace the summer bower.
Her azure orbs, like draperied windows, shine
With outward light, untouched of fire divine.
I love the God who made the violets sweet;
I love the sod where flowers and sunshine meet;
And, like all else of beauteous hue,
I love the girl whose eyes are blue.

II. THE THOUGHTFUL.

I know a girl whose eyes are gray,—
Gray as the chill November day,
Cold as the sky and frigid as the zone
Whose wintry star the North-pole seeks alone.
Yet, when the heart is cold, the mind grows strong;
The gray-eyed beauty leads the thoughtful throng.
Her heart to art is wedded evermore,
And snow-fringed axioms bar the golden door.
Because her mind holds sovereign sway
I love the girl whose eyes are gray.

III. THE DANGEROUS.

I know a girl whose eyes are black,—
Black as the tempest's midnight track;
Deep as her heart, and dangerous as the reef
Where venturous sailors early come to grief.
Two jeweled stars set in the burning skies,
To lure men ever where the whirlpool lies.
Her glorious orbs, like lustrous diamonds fair,
Proclaim to all the soul of beauty rare.
I love the tempest's gleaming track,
I love the girl whose eyes are black.

IV. THE LUXURIOUS.

I know a girl whose eyes are brown,—
Brown as the hazel's autumn crown;
Rich as the wealth of twilight's softened sky,
Within whose depths the slumbering sunbeams lie
In placid lakes whose floods of mellow light
Float on the velvet bosom of the night.
Soul of the flower and garden of the heart,
Her love is more than angels may impart.
For me her face hath yet no frown,
I love the girl whose eyes are brown.

CHAPTER II.

FIRES OF MAGNETISM.

WE speak of people as magnetic in a general way. For the purposes of the present volume we shall class them as having four general tendencies: the light or beautiful; the mental or thoughtful; the deep or dangerous; the rich or luxurious.

Each class is as important as any other. We cannot judge the degree or quality of magnetism by the color of the eyes, or the general complexion; but the character of the magnetic fire is more or less influenced by eye-color.

As a general rule, but by no means a universal one, the dark-eyed person is the opposite of the gray-eyed; and the blue-eyed of the brown. Brown is the rich verdure of the field over which the blue sky is spread. Gray is the cold zone of the north or the morning sky of the east, set against the tropics of the south or the night-laden sky of the west. Thus the four general classes are the completed horizon, the earth and the empyrean.

Despite the fact that these influences are crossed and counter-crossed even in the same individual, and must be separated and studied apart, likewise in the same individual, there is an undercurrent of fixed influence belonging to each class. As such we will consider them for the present.

The blue-eyed person, when magnetic, is light, happy, cheerful, brilliant, active, quick and even effervescent. The muscles and the blood express the magnetic force within. When unmagnetic, the blue eye becomes cold, the nature revengeful, the plans furtive, and the mind unreasonable in its demands.

The gray-eyed person, when magnetic, is cool, calculating, steady in nerve and unflinching in muscle. He talks but little when a purpose is at stake, and looks you coolly in the eye when you address him. You feel compelled to do all the talking, and he does not assist you by a word or a nod. His face never relaxes into an assent, and so you keep on thinking of new ideas and expressing them, in the hope that you will be rewarded by some show of acquiescence. Meanwhile he is looking you steadily in the eye. A stupid person may seem to do all this, but he does not. Stupidity relaxes the muscles of the jaw and draws down the face into a look of perplexity, while the pupils of the eyes are parallel.

The black-eyed person is both dangerous and deep. The eyes are rarely, if ever, a jet black, unless the pupils are large. The color, as a color, is in the iris, or ring that surrounds the pupil. In proportion as the nerves are excited this iris opens, and the cavity behind the pupil shows black on account of its darkness. Nervous excitability and magnetism have been regarded as one and the same thing; but a black-eyed person in ill-health would have less magnetism than the blue, brown or gray-eyed person. Excitability is generally the sign of magnetic weakness. Self-containment and steadiness of nerve are surer signs of the power. When a black-eyed person is magnetic, the nature, the eyes, the expression, the grasp, the very presence suggest warmth; when unmagnetic there is a nervous irritability that jars upon the nerves of all who are near.

The brown-eyed person, when magnetic, is affectionate and rich in the expression of energy, but finds it very difficult to hold to a steady purpose, unless fixed habits of life have been educated by circumstances or trained by practice. Brown eyes are akin to black in their deepest hue; but, embracing a score of shades even to a light hazel, they extend toward their opposite pole, the blue. When unmagnetic, the

disposition is morose, gloomy, sulky, and things seem to forebode unhappiness.

231

The pupil of the eye is the first to indicate the magnetic condition.

This is the 231st Ralston Principle. Before we explain the law involved in the above proposition, it is necessary to make clear what the number refers to and its position in the present volume.

In the first place we may begin by saying that there are one thousand natural laws which we have collected into books. These we call the One Thousand Ralston Principles. They are set forth, explained and exemplified in the eleven volumes which constitute that course of home study or reading known as Ralston Natural College. The present book is Volume Six in that College. It is the book of the fiftieth degree. Not that the ownership of the book makes one a fiftieth degree Ralstonite; but that a fiftieth degree Ralstonite receives the volume as an emolument free of cost, just as a seventieth degree Ralstonite receives the fifty-dollar volume of "Universal Magnetism" free of charge.

Thus much being clear, the number 231 will be understood to stand for the first of the seventy principles which appear in this work. Prior to this, there have been 230 principles, although they are not to be found in all the preceding volumes. A book larger than this has none at all. There is no connection between the principles of one book and those of another, and the only reason for calling the present one 231 is to connect it with the others for the purpose of maintaining the count from 1 to 1000.

The pupil of the eye indicates the magnetic condition. The eye presents to an observer some part of its ball, the iris

and the pupil. The ball is supposed to be white, but it is veined and tinted with a delicate shade that generally coincides with the color of the iris. The latter gives name to the color of the eye. The iris is a band that surrounds the hole, aperture or pupil. Through this hole the light travels to the brain, exciting the optic nerve and receiving interpretation at the end of the journey. If the band is blue, the eye is called blue; or of brown, then the eye is brown; and so on.

The pupil of the eye is not supposed to have color. It is a dark hole, and all dark holes show absence of color, for absence of light can have no other result; and absence of color always means the appearance of black. An orator whose eyes were a brilliant blue, addressed an audience with eloquent passion. To the surprise of those who knew him in private life only, his blue eyes had disappeared; they were displaced by great orbs of black. These friends sat directly in front of him, and were sure of the fact. An actor likewise surprised some acquaintances; his gray eyes shifting to black under the excitement of the evening.

But then the occurrence is a very common one, although it may not be observed as often as it transpires. The pupil of the eye indicates the magnetic condition. When the energy is lacking or is held in abeyance, the pupil is exceedingly small, unless the person is subject to abnormal nervous conditions. The small size of the pupil is due to lack of vitality in the optic nerve and brain as applied to the eye. The most magnetic men we have met were accustomed to carry the eyes as though they were dead; the fires slumbered, but had not gone out. Blue eyes show a large field of blue when the pupils are contracted. So do gray eyes, or those of any color. But as the magnetic fire is kindled the field is lessened because the pupil of the eye expands, the aperture is enlarged just in proportion as the energy within takes possession of the orb; and, under great nervous excitement, the

pupil, black, blazing and intense, drives the curtain widely apart until there is no trace of the iris, and consequently no color to the eye. It is jet black.

Under such circumstances the effect is sometimes awful, especially if the fire is kept within steady control.

Some persons who are able to master the wills of others depend solely on this power to expand the pupil of the eye. The beholder realizes that a change is taking place in the character of the face before him, but he does not analyze its nature. He may be influenced to a degree that leaves him practically helpless, yet he is not by any means put into a hypnotic sleep.

In the attempt to explain the difference between exerting an influence that is magnetic, and one that is hypnotic, many seeming contradictions will arise; but the student is even more apt to become confused when he reads that nearly all persons may possess the hypnotic power, and yet are not able to produce the hypnotic sleep. As the lessons proceed we will endeavor to make the difference clear. For the present we will ask if you can see the force of the following proposition: "About ninety-seven per cent. of American huntsmen are able to kill deer; but only about three per cent. in fact do so. There are not deer enough for them."

It is not possible to hypnotize a person unless there is a tendency in that person toward catalepsy, which is a morbid condition of the nerves. It is true that the disease may be invited by certain exercises; but then it takes a long time and does a permanent injury. These facts should be considered when you propose to induce the hypnotic sleep in one who has been in good health. We believe it to be a crime. By hypnotism in this sense we mean to put into the sleep called hypnotic, where normal consciousness is submerged.

You may take lessons, become an expert, and possess the full power, yet where are your subjects? The healthy

man or woman will not permit you to manipulate the senses, nor could you succeed if you were to try. That weakling who is to be pitied because of a deficient vitality is your only prey. The triumph is void of honor. The king has conquered a rag doll. There are schools of hypnotism, but their pupils practice upon cataleptics, upon diseased people, and, after graduation, they are powerless, for they have not acquired magnetism.

An hypnotic subject is quickly put to sleep by glancing at any expanding eye-pupil; and this would take place even if the operator had no intention of causing such result. Very few persons can long gaze into the eye of one who, while looking at them, controls the lens-muscles of the eyeball so as to open the central aperture, without a feeling of strangeness creeping over them. You cannot maintain such gaze, except at a loss of some of your will-power. Why this is so we will see later on. The hypnotic subject—that is, one who is of cataleptic tendencies—will fall asleep. He will do the same thing if he looks steadily for a few minutes at a small silver or white ivory ball, suspended in front of him at a slight elevation above the height of the eyes, so that the subject whom the hypnotic operator puts to sleep by the usual method will fall asleep of his own volition under certain exciting causes. How much credit, then, is to be given to the powers of the hypnotist? Very little indeed.

Another phase of the present question needs a word or two of explanation. While the hypnotist may put fixed subjects to sleep, the magnetic person may work in two ways: He may exert a depressing or an elevating influence over those about him. When we say "he," "him," etc., we intend to include both sexes. We prefer to teach only the elevating uses of this power, and we have often advised our readers to avoid gazing long into the eyes of those who seem powerless to remove their glance.

232

An increase of personal electricity expands the pupil of the eye.

This is the 232d Ralston Principle. It is equally true that disease, fright, excitement and other causes may lead to temporary expansion of the pupil; but that is due to nervous energy running wild; a burning up of precious vitality, that will not be easily replaced.

The increase of magnetism leads to the power of expansion; but it does not follow that the power is to be always employed. On the other hand the most magnetic men and women do not allow this power to manifest itself except when they choose to call it into use; they seem to be the very opposites of what they are, for their eyes are apparently lifeless, and even droop like those in a half-sleep. They are in a state of resting most of the time, thus being better prepared for the lightning energy that may be called forth by some special need.

The normal or healthful expansion of the pupil is always due to personal magnetism, and it may be controlled at will. Just as thought is the offspring of the will, and as the processes of thought may lead to the execution of the will in some one or more acts of the body, so magnetism may be aroused in the same way; or, by a similar decree, it may remain dormant as much or as little as its possessor pleases. This being true, it must follow that a magnetic person may expand or contract the pupil at will.

It is interesting to note the use which animals make of this habit of expansion. Nature assists them in securing their prey by endowing them with magnetism, although it is of a nature suited to their limited mental capacity. The cat illustrates this; but every hunter knows to what we refer in the case of all animals that are compelled to live by over-

powering others. A strong light will contract the pupil of the eye. Darkness expands it. These changes are of importance, and will be considered under another head. But a cat resting in the full glare of the sun, with the iris completely covering the pupil, will reverse the conditions on seeing a bird near by. Despite the fact that the sun demands the closest shutting up of the pupil, the energy of the will within is certain to open the pupil to its widest, for without its aid the animal has no power over its prey.

Although the conscious insensibility to pain that accompanies the capture of a human being by a wild animal is ascribed to fright, the best knowledge on the subject makes it clear that this release from suffering is due to a wise provision of Nature that couples mercy with necessity. That life must eat life in order to live, is a law of the very first importance among the vast majority of the species. Without its aid man must have perished, and the fact that civilization is assisting him to rely chiefly on the vegetable kingdom for sustenance goes to show that he is a progressive being.

The authenticated cases of freedom from pain while in the clutches of savage beasts are too numerous to admit of question. The hunter who said, "I was quite conscious of the tiger's teeth penetrating my shoulder, but, instead of hurting me, they seemed devoid of pain," voiced the experience of many others. The bird suffers nothing while in the jaws of the cat. Something in the expanded pupils and glaring balls of the captor has lessened the will of the prey, and the sensation of drowsiness that follows may deaden the feeling in the nerves.

233

An expanded eye-pupil exerts an influence over a beholder.

This is the 233d Ralston Principle. The law is true, even when the expansion is due to abnormal causes, except

that in the latter case the influence attained is not pursued to its end, but is dissipated, and often leaves the beholder weak, as when the eyes of a frightened person glare at one.

No human being possesses the power to stand calmly before the gaze of one who is able to expand the pupils under magnetic energy. We have seen the experiment tried again and again. One of two results must be produced:

Either the beholder is made drowsy by the hypnotic tendency;

Or he is aroused to some degree of admiration, due to accompanying circumstances.

The power referred to is not only natural, but is as common as anything in Nature. It is said that a man who faces a wild animal can hold it at bay by a steadfast gaze; yet few persons are willing to depend upon so frail a defense. The statement is correct only so far as the man is able to maintain an energy of power in the eye under the present principle. If the animal magnetism of the beast is of a more enduring quality, the vitality of the man will soon be broken; and this the beast expects and looks for. A quick drowsiness follows, and soon all is over. There are, however, instances well verified where men have not only withstood the gaze of savage beasts, but have actually cowed them by the eye, and this in the haunts of Nature.

In the realm of civilization the same use of the eye is very common, where wild animals are held in captivity. We have seen, what you possibly may have seen, a dozen times in a day's misunderstanding with the refractory beasts that chafe under the control of a keeper, the eye of the latter reduce the spirit of the former. There is a low growl, a muttering of malice, a crouching to spring; the animal's eyes are charged with energy; you can see the expanded pupil drive all the color from the iris; the keeper is in the cage; he knows the disposition of the animal and this gives him courage.

THE CHARMED LIFE.

By Edmund Shaftesbury.

I.

When o'er the world the midnight hour was high
And heavy shadows joined the earth and sky,
From starless realms the solemn Reaper stalked;
Across the plains in tireless journey walked,
And searched to find mid Life's young harvest field
A sweet-faced child, a flower that earth might yield.
But angel fingers, luring Death away,
Released the child that in its peril lay.

II.

A youth went forth in life's fair roseate morn
To win a name that should his age adorn.
A dazzling prospect lay before his sight
Of gilded skies, rich fields and landscape bright.
In doubt he paused where two roads came in view
The path of right—and sin's broad avenue;
But angel fingers pointed him the way
That led to God and Life's eternal day.

III.

A soldier fighting for his country's cause,
Whose body bore the scars of many wars,
At last in desperate encounter fell
Before the foe whose aim had marked him well.
The vengeful fiend, in doubt if he were dead,
A second bullet at the hero sped;
But angel fingers drew aside the aim
And spared the life to glory and to fame.

IV.

A blackened heart, of hideous crippled shape,
Consort of criminals, and caste of ape,
A shaft of malice wretchedly conceived,
Prepared of lies that only fools believed,—
Composite falsehood, libel, slander, fraud,—
And hurled at one who earnestly served God.
But angel fingers caught the poisoned dart,
Recoiled its course, and slew the bastard heart.

V.

Two roads there are in every human life;
The one leads downward to the vale of strife;
The other straight ascends the mountain height,
Upon whose summit gleams the promised light.
When toiling on this path a soul seeks God
The courts of Heaven acclaim with one accord;
And through the spheres the glorious music rings,
When angel fingers touch the tuneful strings.

CHAPTER III.

SOURCES OF MAGNETISM.

OF ALL the facts that operate to make our lives doubtful in their success or failure, is the appalling ease with which, on some unforeseen occasion, and in some unexpected and unexplainable manner, we yield advantages that our better judgment should have clung to and held in its keeping. In other words we are not always able to take care of ourselves.

The loss of control is not due so much to our breaking down after a certain amount of resistance, as to our willingness to yield. Often our minds are led to think that it is the right thing to do. Startling propositions contain elements of conviction that rush us to a change of view, almost before we know it. Let us see what these are.

At the present stage of our study we may regard magnetism as a central trunk of influence, having four branches; each individual being capable of using, as well as controlled by, any one or all of the four, although his or her temperament may prevail in one only. The arrangement is not a scientific one; but, being correct in fact and illustrating the true relationship of life more accurately than science may do in this part of our study, we are compelled to adopt it.

In every created being there is an aggregation of individual energies left to drift. They furnish the general basis of power. When properly excited they become concentrated and, for a time, are irresistible. So it occurs that many unmagnetic persons are sometimes "aroused," as they choose to call it, and show a force that had never been credited to them.

In a finer degree, many people are constantly giving expression to a concentration of these energies, and are therefore exerting an influence over their less fortunate friends and acquaintances. This concentration or union of the individual energies is always certain to exert an influence over another; and the least it can do is to check the strength of the other's influence. It is true that these interchanges are made without a definite knowledge of the process at work, but never without a clear knowledge of the power exerted; and it is always with a conscious satisfaction that the victor reviews the contest.

These moments of concentration are often brief, but they are sufficient. They diverge in temperamental branches, following our inherited nature if spontaneous, or our acquired nature if deliberate. Thus the following arrangement is daily carried into execution, the world over.

1. All human beings belong to one of the following inherited magnetic temperaments, or to a blend of two or more of them:

(*a*) The Beautiful, ... *Blue.*
(*b*) The Cold, ... *Gray.*
(*c*) The Deep, ... *Black.*
(*d*) The Affectionate, ... *Brown.*

The Blue and Gray may blend; the Gray and Light Brown may blend; and the Brown and Black may blend.

The Blue and Black are opposites; the Blue and Brown are opposites; the Gray and Dark Brown are opposites; and the Gray and Black are opposites.

2. All spontaneous exhibitions of energy must come from the inherited temperament; and the degree of that energy and its success in dealing with others depends upon the stage of its development. Circumstances are educators of men and women to a far greater extent than exact training.

The so-called gift of magnetism is always the result of some kind of education. It is true that the inherited temperament may be cultivated by exact training such as this volume affords; but, where we find it in mature life already established, we may suppose that the years past have been fraught with circumstances calculated to bring out the forces within, and to concentrate the individual energies that make up those forces.

3. All deliberate exhibitions of energy must come from acquired temperaments; or else the deliberation would be unnecessary. It is most curious indeed to follow out a line of investigation demonstrating this remarkable law. The acquired temperaments may be highly cultivated, and are most easily assumed in opposites.

4. The following table gives a list of the simple uses of this energy; and, if you wish, you may accept the belief that these uses are all unconsciously employed, whether spontaneous or deliberate; that is, the persons who succeed in managing or controlling others in life's details, are unconscious of any magnetic force at work. The cases stated in this table are realities taken from the experience of a number of people, and they represent what is actually occurring everywhere, every day of the year.

1.

TABLE OF MAGNETIC USES.

(*a*) The Beautiful are Muscular.
(*b*) The Cold are Mental.
(*c*) The Deep are Nervous.
(*d*) The Affectionate are Moral.

This table requires explaining or it will be misleading. The beautiful are magnetic in a muscular way; and only so when they are in their inherited temperament. Now mus-

cular does not mean *big* of muscle, but active of what muscle they possess. All beauty is controlled by muscular development. The flesh is but a mass of very small muscles, as dissection will easily prove. The contour of the body, and all the lines and shapes of beauty are determined by the muscular arrangement of the flesh. The millions times millions of muscular fibres in the fleshy masses of the body are at work concentrating their energies in this temperament when its magnetism is aroused.

The mentality of cold people has nothing to do with the warmth of the body. It is the steady, far-off, cold ray of an unflickering light. It is not excitable nor impatient. The brain, and not the muscular system, exerts the temperamental magnetism; and often with quick, unanswerable blows.

In the nervous temperament, the motor and sensor nerves are all affected. In the affectionate class the moral element predominates; not as a force of superior morality, but as the seat of magnetic activity. There are good morals and bad morals, and there are moralizing natures, and natures easily influenced by motives, good or bad, or by inducements to do right or wrong. All these considerations attach to that class of people who are affectionate in their magnetic temperaments, and their activity is in their moral blends of life. Unless this explanation is early understood, the impression will become fixed in your mind that the moral magnetic temperament represents a high degree of rectitude. It is not true that color affects the ethical tendencies of the heart.

2.

TABLE OF INHERITED MAGNETIC TEMPERAMENTS.

a.	The Beautiful or Muscular	Is the Inherited Magnetic Temperament of	Blue	Eyes.

b.	The Cold or Mental	Is the Inherited Magnetic Temperament of	GRAY	EYES.
c.	The Deep or Nervous	Is the Inherited Magnetic Temperament of	BLACK	EYES
d.	The Affectionate or Moral	Is the Inherited Magnetic Temperament of	BROWN	EYES

The words used in the foregoing table have not the same meaning that is attributed to them in common parlance; therefore the preceding explanations should be carefully read.

3.

TABLE OF ACQUIRED MAGNETIC TEMPERAMENTS.

INHERITED.	ACQUIRED.
a. Muscular (may cultivate)	Mental, Nervous, Moral.
b. Mental "	Muscular, Nervous, Moral.
c. Nervous "	Muscular, Mental, Moral.
d. Moral "	Muscular, Mental, Nervous.

As the truest, fullest type of life represents culture, we would rarely expect to find an accomplished person exclusively in his native temperament.

CHAPTER IV.

UNDER CONTROL.

THIS chapter is devoted to illustrations gathered from observation, report and experiment. We produce, wherever it was possible to do so, stenographic accounts of the actual words used, and the order of yielding, with the turning point in each case.

CASE No. 1.

MUSCULAR CONTROL.

Characters. Two young ladies, *A* and *B*.

A. What a bright day! I am just going out into the fields to pick some flowers. Come along; it is too beautiful to stay in doors.

B. I am behind in my lessons, and I know I must stay in and study.

A. Oh, bother your lessons. Come along, come along! That's it. Now we are off! You're sensible!

B. Well, I will go, but I know I ought not to.

Remarks. It will be seen that this species of control is all muscular. No attempt to argue; no impressing the feelings; no working on the imagination; no motives or inducements. The action is with a rush. *B* should not have yielded.

CASE No. 2.

MUSCULAR CONTROL.

Characters. Two men, *A* and *B*.

A. Lend me a dollar.

B. I——

A. Yes, you have. Come, don't get ready to make any excuses. You've got the money, and I saw it.

B. But I need it.

A. So do I, old chap. What's the use talking? Come, that's it.

B. Well, I can't refuse you.

Remarks. It is one of the commonest occurrences among the borrowing classes to storm their victims by a quick voice, and a muscular manner that admits of no defense. Out of a class of students in magnetism that came directly under our observation, a large number when they began their lessons had no power of refusing a borrowing friend. "I cannot say NO without giving offense," was the stereotyped excuse of each. On finishing the course of training every such pupil without an exception reported, among other things, substantially as follows: "I not only can refuse to lend money without giving the slightest offense, but I can divert the will of the would-be borrower so as to check his request before it is really made."

CASE No. 3.

MUSCULAR CONTROL.

Characters. Two boys, *A* and *B*.

A. That's mine.

B. It's mine.

A. Here! Let it go, or I'll give you something you won't like.

B. Take it, then. But I ain't afraid of you.

A. Bah!

Remarks. Control obtained through fear is a low order of muscular influence.

CASE No. 4.

MUSCULAR CONTROL.

Characters. An employer *A*, and a young man *B*. The latter had been at work as a clerk, but was requested to

empty the waste-baskets and to dust the office. He chafed under it for a while, and finally, after consultation with his mother, resolved to quietly but firmly resent the further requests to do menial work. His mother had said to him, "Now, Walter, show your manliness, but do not give way to your feelings." "I will, mother." The following conversation took place at the office, when he met his employer:

A. Why is this desk not dusted?

B. I was employed by you to do clerical work.

A. (In tones of thunder.) Why are these baskets not emptied?

B. I am too old to do boy's work, and——

A. Look here, young man! You get that duster and clean these desks as quick as you know how; and empty these baskets! When I want a dude I will hire one! Get!

The young man emptied the baskets and dusted. At noon when he met his mother she asked, "How was it, Walter?" The youth replied, "I think on the whole it is not so bad after all to do those little things. You know Baron Rothschild even swept his office floor."

Remarks. The age of the older party, if not accompanied by weakness, represents more experience and consequently more power of concentration of the individual energies of the body. But weak age may be overcome by youth.

CASE No. 5.

MUSCULAR CONTROL.

Characters. A young man of twenty-one *A*, and his father, an old man above sixty, *B*.

A. Now, father, I am of age, and I want to start in business for myself.

B. But you have had no experience. You had better go into some mercantile house and become familiar with the line of business you propose to pursue.

A. Mercantile house be blowed! I am no chicken. I am going to start in life for myself. Give me your check for ten thousand dollars, and don't do any talking about it.

B. But I would be a fool to do such a wild thing as that. I have some of my senses left.

A. All right. Do as you please. I am through with this nonsense of loafing. I am no boy. I shall take what money I have and do the best I can with it. Good-bye.

B. But, my son, I am willing to help you, if you can satisfy me that you understand yourself.

A. Agreed, father. Make any test you will, only don't set me to work for another man. I am honest, industrious and cautious. Give me a thousand dollars; and, when I honestly double it, you double the whole; and so on until I am well established in business.

B. That is a very fair proposition.

Remarks. The hurry and physical energy of a magnetic person are often fortified by some plausible argument, and to that extent the muscular blends with the mental.

CASE No. 6.

MUSCULAR CONTROL.

Characters. An auctioneer *A*, and a bystander *B*.

A. Going—gone; this man takes it. The price is cheap at fourteen dollars.

B. But I stopped bidding at twelve.

A. Want to back out, eh? I didn't know I was dealing with that kind of a man. Of course you winked on the figure.

B. But my eyes wink anyway. They are weak.

A. Get out! Get 'em mended. Don't come around an auction room with eyes that wink of themselves. Here you are; this goes to you, or there will be a rumpus.

B. Well, Maria will like it, and I guess it's cheap at fourteen, but I stopped bidding at twelve.

Remarks. The will of an objecting party is often overcome by the quick muscular voice of another. The voice is of all temperaments, muscular, mental, nervous and affectionate.

MAGNETIC VOICES AND TEMPERAMENTS.

The Muscular Voice. This is a hard, harsh tone; and is found in all muscular bodies. As the voice responds more to the acquired habits than to the inherited, there is no rule that determines its sound by eye-color.

The Mental Voice. This is full of long inflectional glides, and is an exact reproduction of the operations of a magnetic brain.

The Nervous Voice. This runs to dark or softened tones, and is more or less aspirated.

The Affectionate Voice. The action is laryngeal, cooing at times, and always tender and sympathetic when magnetic.

CASE No. 7.

MUSCULAR CONTROL.

Characters. The man *A*, and his wife *B*.

A. This bread is heavy and not fit to eat.

B. Yes, of course it is heavy, and not fit for a dog to eat, I suppose you were going to say. Well, don't eat it.

A. I won't. I'll go over to mother's and get something for supper.

B. Yes, and you'd better stay there. She can cook pies, and cakes, and bread, and meat like no one else ever did. Say, do you know your mother is the only woman that ever knew how to cook? The rest are all fools.

A. You'd had better stop, Maria.

B. No, I won't stop! I'm talking for your mother. She can make bread that isn't heavy, and that's more than I can do, or any other woman.

A. Now, look here, Maria, your bread is as good as anybody's.

B. It isn't; it's worst than everybody's.

A. Not at all. It's good bread. I think this piece is a little heavy, just a trifle you know; but I find the rest of the loaf very light.

Remarks. In nearly all family quarrels, one personage is stronger than the other. If both fly hopelessly apart, neither possesses any magnetism. Any species of control, even in disputes or open quarrels, must be regarded as one form of low magnetism, although not the kind that sways the world.

CASE No. 8.

MENTAL CONTROL.

Characters. Two women, *A* and *B*.

A. Well, I must go now. Good afternoon. The car is in sight, and I will go out at this door.

B. Be sure and write to me how baby is. I am so uneasy about it. Oh, dear me! Don't go out at this door; it is not the one you came in at.

A. Oh, that's mere superstition; and I'm not a bit superstitious, you know.

B. But it will bring bad luck.

A. I haven't time, dear; or I would go back. The car is right here.

B. But the baby! If you do not go out at the same door you entered, it *always* brings bad luck.

A. How you frighten me. The car may go, and I'll wait for the next. How soon will it come?

B. In just half an hour. But, then, dear, you have saved baby's life.

Remarks. Absurd as superstition is, there are many persons who thoroughly believe in it; and, of the many who

pretend that they do not, hardly one is willing to risk a venture on Friday or with the number thirteen, when money or life is pending.

CASE No. 9.

MENTAL CONTROL.

Characters. Two men, *A* and *B*.

A. Come in and have a drink.

B. No, not to-night. I have just got my wages, and the grocer won't trust me another week. I promised my wife a calico dress and the baby some new shoes. I've got just money enough to go round. If I go in to have a drink at this time, the regular "boys" will be on hand, and I shall have to treat all round, and it doesn't take long to spend what money I have.

A. Now, that's the talk of a mean fellow. Haven't the "boys" always paid for your drinks when you would have gone dry if they hadn't? It's a nice way to treat them now.

B. But I have treated the "boys" ten times for every drink they have given me, and I am tired of it.

A. Yes, you fellows generally wind up that way.

B. I have begun to think that the "boys" are a put up job on an honest fellow.

A. Honest? You honest? Well, I like that. The "boys" set 'em up for you last week; and now this is your gratitude. Wait till you're starving and you won't have a friend in the world. See?

B. Don't say that.

A. But I do say it. Now if you were square with the "boys" they'd never see you starve.

B. I know it. I'll go in.

Remarks. The language and the turn of the tide of influence are taken from real life. Many know the force of certain strokes of mental magnetism.

CASE No. 10.

MENTAL CONTROL.

Characters. Two men, *A* and *B*. The latter had turned over a new leaf in his habits; and, in order to help him, a friend had made him a present of the Book on the Cultivation of Magnetism, the exercises of which he had mastered.

A. Back to town? You left a little sudden, after we set up the drinks for you. Come in. Your old friends will be glad to see you, and you owe them a good treat.

B. How much do I owe them?

A. Eh?

B. How much do I owe them? In what form do I owe it? Who is making a demand for it?

A. Look here, who and what are you, and what are you giving us? Have you signed the pledge?

B. No.

A. Going to?

B. No. I don't need it.

A. Do you ever take a drink?

B. When I want it.

A. Have you gone back on the boys? Here they are. Say, fellows, he's going to preach temperance.

B. Not a bit of it. I preach nothing. I'm no better than the rest of us.

A. Well, you owe the drinks all round, and you are a good fellow; so come in. Oh, that's all right. He's coming, boys. Just a little uppish at first.

B. I'll tell you how it is, fellows; I've got a wife and two babies, and they need bread and clothes more than I need liquor. When I am satisfied that the squandering of money for stuff that will make me a fool is more useful than the spending of it for things that will make my family happier, I will set 'em up all round.

He spoke slowly, and lowered his voice a little, all the while looking the boys steadily in the eyes. Not one of them went into the saloon again that night.

CASE No. 11.

MENTAL CONTROL.

Characters. Man and wife, *A* and *B*.

A. I can't afford it, my dear.

B. But it is not very expensive. The dress is a little extra, and the hat is a dream; but for the quality I am sure the price is very reasonable.

A. But it is more than you ever paid before; and business is dull.

B. Don't you want your wife to dress well?

A. Of course; but anything that is neat and clean and pretty ought to make you a good dress. *You* look well in anything.

B. That is meant to please me, but I am not caught in that trap. I want to dress well for *your* sake.

A. For *my* sake! How is that?

B. So that everybody will say that you are prospering in business. I knew a man who never made much money because his wife dressed poorly; he mortgaged his store and fitted her out in the latest style, and folks said: "He's prospering, I'll trade with him."

A. That is a very good point.

B. And your former partner's wife is playing at that same game.

A. What!

B. He is trying to ruin your business and build up his own, by having his wife appear in the very best dresses and the latest style.

A. Is that so?

B. Yes, and it is for your sake that I want to dress well and show people that you are prosperous.

A. Well, you shall; and I won't have to mortgage my store, either.

Remarks. It will be noticed that the mental influence came into the ascendency when it touched some fact vital to the person to be influenced. Had the *purpose* been left open, the effect would have been a reaction; therefore the mind must have been aided by strength of will, and depth of energy.

CASE No. 12.

MENTAL CONTROL.

Characters. A politician *A*, and citizen *B*.

A. Glad to see you, glad to see you! How are you? How's the baby? Cut his tooth yet?

B. Yes, and I have cut mine, all of them.

A. What do you mean?

B. I mean that you are all promises before election, and all forgetting after.

A. So are all politicians. Am I any worse than others?

B. That's got nothing to do with it. If you can't keep your promises why do you make them?

A. Because, my dear sir, if I do not make promises I would not get votes.

B. You are blunt enough to be honest. You plead guilty.

A. Yes, I do. Here it is just the week before election. The boys all know that I must make as many promises as my opponent, or I shall be defeated. But I am going to stop it. Between you and me, I am sick of this half-way sort of lying; and, if you will come down to the meeting to-night I will make a clean breast of it. I will tell them that I cannot be elected without promises, that the promises cannot all be

fulfilled, but that if I am elected I will do everything in my power for them, and no one can do more.

B. That's square; but don't you think it will defeat you?

A. It may.

B. Well, don't hurt the party. Times are bad enough now, and if we have a change they will be worse. Say, just count on me, and keep the ball rolling as it is.

Remarks. As the politician went his way he may have inwardly said: "It takes just that kind of argument to win these honest chaps." The plea of guilt is often a disarmer of an assailant.

CASE No. 13.

MENTAL CONTROL.

Characters. A lawyer *A*, and witness *B*.

A. Are you prejudiced against my client?

B. Not in the least.

A. Is not your testimony colored by a feeling of bitterness on account of a prejudice you have against him?

B. I have no prejudice against him.

A. Do you swear to that?

B. Certainly I do.

A. That is all; you may step down. By the way, I forgot a question in the early part of my cross-examination. You knew he had committed this fraud and you kept the knowledge to yourself, did you not?

B. I knew it was a fraud.

A. But does not your long silence make you a party to the fraud by concealing it?

B. No, sir; I did not conceal it.

A. To whom did you tell it?

B. To a number of persons.

A. What did you tell them?

B. I spoke of the fraud and asked their opinion about it.

A. What did they say generally?

B. They said it was an outrage.

A. How many said so.

B. At least twenty persons.

A. Did you agree with them?

B. I did. I had to. I think it was an outrage, and I did not conceal my opinion.

A. But the outrage did not affect you; why should you have expressed yourself so bitterly about it?

B. It did affect me. I was considerably worked up over it, and I had a right to speak of it.

A. But you were friendly to him, and yet talked about the fraud in a very bitter manner. Was it honest for you to deceive him by a pretense of great friendship?

B. I did not deceive him by a pretense of friendship. I was not friendly to him.

A. But you did not let him know that you were unfriendly.

B. Yes, I did. He knew it very well.

A. So all the time you were talking very bitterly against him, you were consistent toward him, and never pretended to be his friend?

B. That is true. I told even his friends that I had taken a strong dislike to him and should do all I could to show him up.

A. But was not that a very unusual thing to do, if his conduct did not make you angry?

B. It did make me angry. I told you I was considerably worked up over it.

A. But if a man is real angry does he not show it by exaggerations when he speaks against the party who made him angry? Was your anger real enough for that?

B. I suppose it was real anger, and I may have spoken exaggeratingly about him.

A. Oh, yes, I see. Your anger was honest enough to cause you to have the usual prejudice that a real earnest, frank, open enemy would have?

B. Yes, sir.

A. And you still retain that consistent feeling of prejudice against my client?

B. Of course, how could it be otherwise? I am prejudiced.

A. What did you mean a short time ago by saying that you were not prejudiced?

B. Did I say that?

Remarks. It is not the mere lead of the language that blinds a witness to the motive. There is a certain concentration of energy behind the language, and this is felt though not realized at the time. All magnetism must be founded upon a basis.

CASE No. 14.

MENTAL CONTROL.

Characters. *A* and *B*, lover and prospective father-in-law. The lover had promised himself and his sweetheart that the old gentleman would be an easy conquest.

A. Good morning, sir. It is a beautiful morning, sir. How do you do this morning? I have come to speak to you upon an important matter, sir; important to you, important to me, important to her. It's her hand.

B. Whose hand?

A. Your daughter's, sir.

B. What's the matter with it?

A. Nothing. It's all right. I want it.

B. Doesn't she want it?

A. Yes, she wants it, too. In fact, we both want it.

B. I think she wants it more than you do.

A. Oh, no, she doesn't; she said I might have it.

B. Which hand?

A. Both hands. Oh, sir, you do not understand me.

B. I understand you perfectly. She has two hands. You want one and she wants the other.

A. No, I do not.

B. You said you did.

A. I said that she wants both her hands, and I want her hand, her hand; and she wants my hands.

B. Both your hands?

A. Yes, and all I have.

B. How many have you?

A. I do not know. I am confused. I will call some other time. Good morning.

Remarks. The confusion of the young man was brought about by a purposed misinterpretation of his remarks. Had *B* not been possessed of magnetism, he would have appeared foolish in his answers. As it was he held the young man under control.

CASE No. 15.

NERVOUS CONTROL.

Characters. A man *A*, and woman *B*.

A. I beg your pardon, Miss.

B. You have torn my dress.

A. I am very sorry.

B. Men are so rude.

A. Not all men.

B. Do you exempt yourself? You were too close to me.

A. The attraction was irresistible.

B. You are very kind.

Remarks. The process of turning dislike into its opposite is carried on by the nervous system. In the skillful hands of one who is magnetic, flattery is a most powerful weapon.

CASE No. 16.

NERVOUS CONTROL.

Characters. A young man *A*, and girl *B*.

A. But I love you.

B. I cannot consent, I *will* not.

A. What is your love, then?

B. I love you as dearly as a girl can.

A. Then prove it.

B. Not in a way that is wrong.

A. Love knows no wrong.

B. If love does not do right, it *is* wrong.

A. The laws of right and wrong are for the weak. Love is above them. Come!

During this process the girl has depended upon argument without magnetism. Had she cultivated even the ordinary powers of mental magnetism, she would have quickly gained control of the situation. In his last speech, the young man took her by the hand, and she was silent.

Remarks. Some girls have some magnetism, but control it to a very limited degree. Ninety per cent. of all girls and women are placed at a great disadvantage with men; for the latter, by reason of a more energetic use of their faculties, are able to overcome the resistance of the weaker sex. The ruin of girls under the pretense of love is exceedingly easy. It is undoubtedly the duty of all parents to encourage their daughters to cultivate the powers of magnetism that are latent and unknown in nearly every human being.

CASE No. 17.

MORAL CONTROL.

Characters. Old man *A*, and young man *B*.

A. What do you drink for?

B. What's that to you?

A. You are going down to ruin.

B. Suppose I am; what do you care?

A. I was the same way once. A kind-hearted old gentleman spoke to me of my danger, took an interest in me, and I got out of my peril. You could make yourself respectable, if you desired.

B. You are the first one in five years who has spoken like that to me. People hate me, and I can't get much work.

A. People hate the smell of liquor in the breath, and the dull eye; it makes them afraid. Yet when a man tries to reform the good people help him.

B. I could try if you or such as you took an interest in me.

Remarks. The ugly disposition was changed solely by an exhibition of affection, very slight indeed.

CASE No. 18.

MORAL CONTROL.

Characters. Two young ladies, *A* and *B*, and young man *C*.

A. Do you surely hate him?

B. Yes, I do. He promised to take me to ride yesterday, and I find that he was playing ball.

A. But he sent me to explain to you.

B. What? How can he explain that?

A. He wished me to tell you that he had taken cold the last time he went to ride, only two days previous, and that he played ball to get exercise.

B. He could have called and told me so.

A. He was to have taken you to ride in the afternoon, and played ball in the morning. He played only a half hour, and had to go home.

B. What, was he sick?

A. Oh, I cannot tell you.

B. There is something wrong. Tell me, or I shall go wild.

A. I will not tell you. You hate him, and I like him.

B. So you are the cause of this, are you? Very well, I shall know who are my friends hereafter. But I demand to know if he is sick. Perhaps he is *very* sick. Maybe dying. Tell me; you must!

A. Not as long as you hate him.

B. I do not hate him; I never did; I love him; and always have loved him.

A. But you never let him know it.

B. So you are in his secrets, are you? Well, you will not get him from me. I will see to that. Oh, I suppose you think he will love you. I am afraid he is ill.

A. No, he is not; he is well. If you are going to hate him, I shall love him. If you love him, I shall hate him.

B. Oh, how good of you. I thought you were my rival and enemy.

A. Then you do love him?

B. With all my heart. But I tell you this on condition that you do not tell him.

A. I will not tell him; for he has heard it himself. Here he is.

C. Yes, I have found out the truth at last.

B. You mean thing. I do hate you now. (*B faints. They are married in three months.*)

Remarks. The foregoing cases are founded upon actual experiences, and it is safe to say that their likenesses are recognized as everyday occurrences.

In view of the illustrations we have given in the form of reported cases, the question may be asked, is not magnetism merely the exercise of any argument or feeling that may serve to impress another. Our answer is, No.

In any one of the foregoing cases, if the party influenced had possessed as much or more magnetism than the other, the result would have been otherwise. All persons are somewhat endowed with this power; and it is greater or less as the circumstances seem to warrant. Its variability proves that it is capable of being cultivated and increased, either by occurrences, excitement or actual training.

The foregoing cases are cited to show two things:

1. That there must be a basis for the use of magnetism.

2. That this basis must be kept within the limit of the temperament.

With these laws clearly defined, well understood and put into practice, the cultivation of magnetism is not so difficult a matter as it would seem.

END OF THE SOCIAL PERIOD.

HOW TO GRADUATE THEREFROM.

ALL the pages of this book thus far have been devoted to the social side of the study. If you wish to become a graduate of Stage One, which is the Social Period, it is necessary to observe the following requirements:

1. Read three times with great care every word of the first four chapters. You may understand it all in one reading, but that is not enough. There are facts within facts, and the wisest minds agree that three readings are the least number of perusals that should be given to any subject. It would be well to follow this plan and thus be ready to go ahead with the work untrammeled.

2. After reading the eighteen cases twice, re-read one at a time, and analyze it to ascertain what you would have done

had you been the weaker party in each instance; also find the turning point where the stronger party secured control of the other.

Having done this consider yourself a graduate from the Social Period of the Personal Magnetism Club, which closes Stage One. Then sign in ink the following record:

MY PRIVATE RECORD.

I received my book of the Personal Magnetism Club on the.....day of.....19..; and I graduated from the Social Period, known as Stage One, on the.....day of .....19.., having complied with the requirements in every respect.

[Name].....

We are now ready for

STAGE TWO.

At the end of this *period* after you have signed your private record, you may fill out the full page Certificate which follows. It is a good plan to have some person who is skilled in lettering to insert your name.

CERTIFICATE OF GRADUATION

M_____

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

SEAL

[*Signed*]

_____

SECOND STAGE.

SCIENTIFIC PERIOD.

CHAPTER V.

THE NERVES AS ELECTRIC WIRES.

AN electrical machine requires a storage battery, wires, and machinery to act. The human body has:

1. A storage battery, in the form of thousands of ganglionic cells whose sole duty is to store away the electrical energies of the body;

2. A complicated system of wires, in the form of nerves, whose sole duty it is to convey the electrical fluid from the ganglionic cells to the muscles or other parts;

3. A set of machinery in the form of muscles, organs, and bones.

We shall for a few pages quote facts from the well-known pages of science; and our readers may pass them by if too dry.

4. In the body of an animal nerves occur in two forms: either as separate delicate cords which divide into many parts and distribute themselves throughout the body, or collected in more considerable masses. The latter, at least in the higher animals, are enclosed in the bony cases of the skull and vertebral column, and are called *nerve-centres*, or *central organs of the nervous system;* the nerve-cords pass from these centres to the most distant parts, and are spoken of as the *peripheric nerve-system.* When examined under the microscope these

peripheric nerves are seen to be bundles of extremely delicate fibres united into thicker bands within a membrane of connective tissue. Each of these nerve-fibres when examined in a fresh state, and enlarged 250 or 300 times, is exhibited as a pale yellow transparent fibre in which no further differentiation is visible. The appearance of the fibre soon, however, changes; it becomes less transparent, and a part lying along the axis becomes marked off from the circumference. This inner part is usually flat and band-like, and when seen under a higher power exhibits a very minute longitudinal striation, as though it were formed of very delicate fibrillæ, or small fibres. It is called the *axis-band*, or *axis-cylinder*. The outer part has a crumpled appearance, and oozes at the cut ends of the nerve in drops which soon coagulate; it is called the *medullary*, or *narrow-sheath*. The medullary sheath entirely surrounds the axis-cylinder; as, however, when in a fresh, uncoagulated condition, it retracts light in exactly the same way as the axis-cylinder, it is undistinguishable from the latter, nor do the two become really separately visible till after the coagulation of the marrow. The medullary-sheath and the axis-cylinder are further enclosed in a rough elastic tube, which is called the *neurilemma* or *nerve-sheath*.

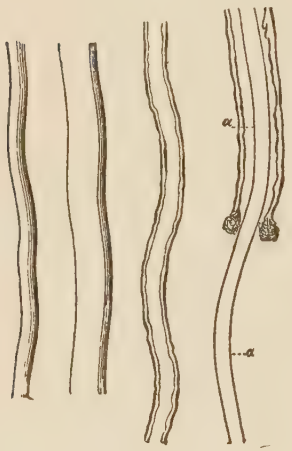

FIG. 1. NERVE-FIBRES.

a a, the axis-cylinder, still partially surrounded by the medullary sheath.

These three parts are not present in all peripheric nerves. Some of the latter have no medullary sheath, and are, therefore, axis-cylinders immediately surrounded by the nerve-sheaths. When many nerve-fibres are united into a bundle,

these marrowless fibres are gray and more transparent, and are therefore sometimes called gray nerve-fibres. Those nerve-fibres which have medullary sheaths appear more yellowish white. If the nerves are traced to the periphery, more and more nerve-fibres are continually found to branch off from the common stem, so that the branches and branchlets gradually become thinner. At last only separate fibres are to be seen, these being, however, still in appearance exactly like those constituting the main stem. Such fibres as up to this point have had medullary sheaths now frequently lose them, and therefore become exactly like gray fibres. The axis-cylinder itself then sometimes separates into smaller parts; so that a nerve-fibre, thin as it is, embraces a very large surface. The ends of the nerve-fibres are connected sometimes with muscles, sometimes with glands, and sometimes, again, with peculiar terminal organs.

In the central organs of the nervous system many nerve-fibres are found which are in appearance indistinguishable from those of the peripheric system. There are fibres with axis-cylinder, medullary sheath, and neurilemma, others without medullary sheath, and, finally, others in which no neurilemma can be detected, and which may therefore be described as naked axis-cylinders. But, besides these, dry delicate fibres, far finer than the axis-cylinders, occur. The central organs of the nervous system are, however, especially marked by the abundant occurrence of a second element, which, though it is not altogether unrepresented in peripheric nerves, yet it is only found in the latter distributed in a few places, whilst in the central organs it constitutes an important portion of the whole mass. This consists of certain cell-like structures called *nerve-cells* or *ganglion-cells.* In each ganglion-cell it is possible to distinguish the cell body, and a large kernel (*nucleus*) within this; within the kernel, a smaller

kernel (*nucleolus*) may also frequently be distinguished. Some ganglion-cells are also surrounded by a membrane which occasionally passes into the neurilemma of nerve-fibres, which are connected with the cell. The kernel is finely granulated and is composed of a protoplasmic mass, which, when heated, or subjected to certain other influences; becomes dull and opaque, but which in a fresh condition is usually somewhat transparent. The form of the ganglion-cells is very variable. Sometimes they appear almost globular; in other cases they are elliptic; others, again, are irregular, provided with numerous offshoots. Most ganglion-cells have one or more projecting processes; some are, indeed, found without processes, but it is certain that this condition is merely artificially produced, the processes having been torn off during the preparation of the ganglion-cell. Ganglion-cells are occasionally inserted in the course of the nerve-fibres, so that the processes differ in no way from other nerve-fibres, as shown in Figure 2. In the ganglion-cells of the dorsal marrow, which have many processes, some of these appear exactly like the rest of the cell body—that is to say, they are finely granulated; these are called protoplasmic processes. On the other hand, in almost every cell a process may be distinguished which is altogether distinct in appearance from the rest. The protoplasmic processes become gradually finer and separate into more parts, and the processes of neighbor-

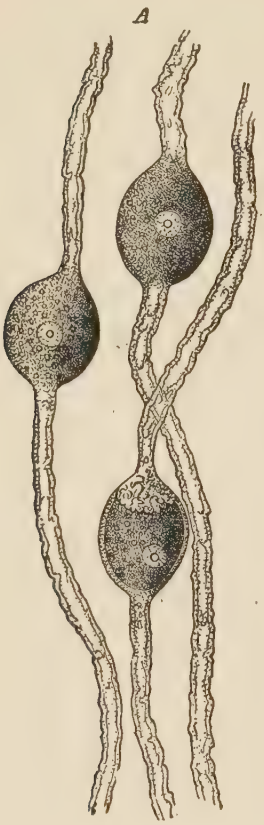

FIG. 2. GANGLION-CELLS, WITH NERVE PROCESSES.

ing cells are partly connected together. But the one process which is distinguishable from the rest passes along for a certain distance as a cylindrical cord, and then, suddenly becoming thicker, it encases itself in a medullary sheath, and in appearance entirely resembles the medullary fibres of the peripheric system. It is extremely probable, although it is hard to prove it with certainty, that a fibre of this sort passing out of the dorsal marrow is directly transformed into a peripheric nerve-fibre, while the protoplasmic processes continuing on their course within the central organ serve to connect the ganglion-cells.

The nerve-system, the main parts of which we have thus roughly examined, effects the motions and sensations of the body. These qualities belong, however, mainly to the central parts, in which ganglion-cells occur. The peripheric nerve-fibres act merely as conducting or transmitting apparatus to or from the central organs. Before examining the peculiar action of the central nervous system, it is desirable to devote some attention to this conducting apparatus and to discover its nature.

5. On exposing one of the peripheric nerves of a living animal and allowing irritants to act upon this, in the way which may be seen in the case of muscles, two effects are usually observable. The animal suffers pain, which it expresses by violent motion or cries, and, at the same time, individual muscles contract. On tracing the irritated nerve to the periphery, it will be found that certain of its fibres unite with those muscles which pulsated. We already know that the other end of the nerve is connected with the nerve-centre. If the nerve is cut at a point between the irritated spot and the nerve-centre, the muscular pulsation occurs as before on the re-application of the irritant, but the sensation of pain is absent. If, on the other hand, the nerve is cut at a point nearer the periphery, no muscular pulsation results from irritation,

but pain is felt. It thus appears that the peripheric nerves, when irritated at any point in their course, are able to cause effects both at their central and peripheric ends, provided that the conductive power of the nerves remains uninjured in both directions. This enables us to study more closely the action of the nerves on the muscles, by extracting and preparing a portion of the nerve with its muscle, in an uninjured condition, and then subjecting this nerve to further research.

That a nerve is irritable, in the same sense as we found that the muscle was, is already shown by these preliminary experiments. But while it was possible to observe the effects of the irritation on the muscle directly, the nerve does not exhibit any immediate change, either in form or appearance. Even under the strongest microscopic power nothing is discernible, and it would be impossible to know if a nerve is in any way irritable if the muscle which occurs at one end of it did not show by its pulsation that some change must have occurred within the nerve. The muscle is therefore used as a re-agent to test the changes in the nerve itself. The requisite experiments may be either with warm-blooded or with cold-blooded animals. As, however, the muscles of warm-blooded animals, when withdrawn from the influence of the circulation of the blood, soon lose their power of activity, the nerves and muscles of frogs are preferable for these experiments. The lower part of the thigh of a frog, with a long portion of the sciatic nerve, which is very easily separable up to the point where it emerges from the vertebral column, is best suited for this purpose. In some cases it is better to use only the calf-muscle with the sciatic nerve; the muscle must be fastened in the same way as in the former experiments, and its contractions must be made evident by the use of a lever.

If the muscle, thus fastened, is pinched at any point in its course it pulsates. The same result follows if a thread is passed round the nerve, and the latter is thus constricted, or

if a small piece is cut from the nerve with a pair of scissors. These are mechanical irritants which act on the nerve. Pulsation will, however, also be seen if the nerve is smeared with alkaline matter, or acid—these are chemical irritants. A portion of the nerve may be heated; that is, it may be thermically irritated. In all these cases, the nerve at the point irritated, immediately, or, at least very soon, loses its capacity for receiving irritation. But if the nerve is placed on two wires, by means of which an electric current is passed through one point in the nerve, it may, in this way, be repeatedly electrically irritated without its irritability being immediately destroyed. It therefore appears that, in this rspect, a nerve acts exactly as does a muscle. If a constant electric current is applied, the result is usually a pulsation on the closing and the opening of the current, but sometimes a lasting contraction ensues while the current flows through the portion of the nerve. If inductive shocks are applied, each separate shock produces a muscular pulsation, and if many separate inductive shocks are applied to the nerve, the muscle passes into a state of tetanus. These inductive shocks must be applied to the nerve at some distance from the muscle. Each inductive shock induces a muscular pulsation. On cutting the nerve with a pair of scissors, between the point irritated and the muscle, all influence upon the muscle ceases. It is useless to place two cut surfaces together, even with the greatest care; they may adhere, and the nerve, when superficially examined, may appear uninjured, but irritants applied above the point of section cannot act through the nerve upon the muscle. The same thing occurs if a thread, passed round the nerve, is drawn tight between the point irritated and the muscle. The thread may be removed, but the crushed spot proves an impassable barrier to all influence on the muscle. If, however, the wires are removed and the inductive currents are

applied to another point below the cut or the constriction, the action at once recommences.

6. The conclusion to be drawn from these experiments is, either that the nerve, even if only a small portion of it is irritated, passes at once into an active condition throughout its entire length as far as the muscle, or that the irritant acts directly only on the spot immediately irritated, and that the activity which is excited in the nerve at this point propagates itself along the fibres until it reaches the muscle in which it causes a contraction. If the latter view is correct, it must also be inferred that any injury to the nerve-fibre prevents the propagation of the activity in the latter; and it may also be deduced from the experiments with the constricted nerves, that even if the nerve-sheath is in no way injured, the crushing of the contents of the nerve is in itself sufficient to prevent propagation of the activity. It can be shown that this latter view of the nature of the case is actually correct. For it is possible to determine the time that elapses between the irritation of the nerve and the commencement of muscular pulsation. For this purpose the same methods are applicable as we employed in the case of muscles. Electric measurement of time may be used for this purpose. As, however, in the present case the point to be determined is, not the form of the muscle-curve, but the moment of its commencement, du Bois-Reymond simplified the apparatus so that the curve is drawn on a flat plate, which is pushed forward by spring power. Figure 3 represents the apparatus. It stands on a strong cast-iron stand from which rises the two massive brass standards *A* and *B*. A light brass frame carries the indicating plate, which is of polished looking glass, 160 mm. in length by 50 mm. in breadth. The frame runs with the least possible amount of friction on two parallel steel wires stretched between the standards. The distance between the standards is equal to twice the length of the frame, so that the whole

length of the plate passes across the indicating pencil when the frame is pushed from standard to standard. Round steel rods are fastened to the short sides of the frame; and these rods in length somewhat exceed the path along which the frame passes, and they then pass, with as little friction as possible, through holes in standards *A* and *B*. The end *b* of one of these rods is surrounded by a steel spring. By compressing this between the standard *B* and a knob on the end of the rod, and thus driving the frame with the rods from *B* to *A*, in a

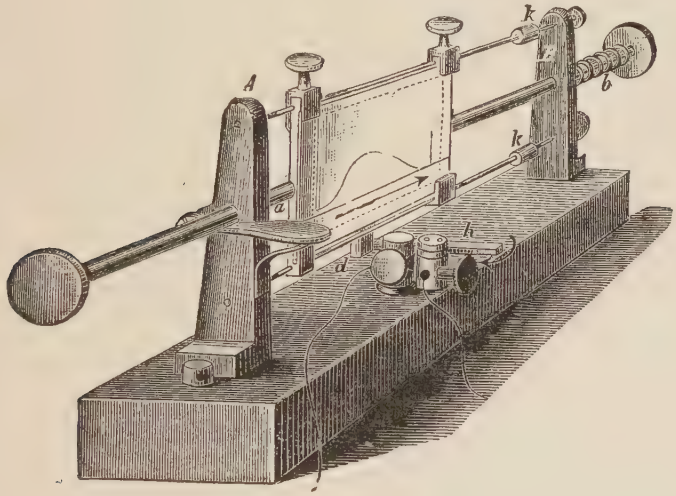

FIG. 3. SPRING MYOGRAPH, AS USED BY DU BOIS-REYMOND.

direction opposite to that of the arrow on the indicating plate, a point is reached at which the "trigger" which is seen on the standard *A*, and which acts upward, fits into a corresponding notch in the rod at *a*, thus preventing the re-extension of the spring. It therefore remains compressed till pressure on the trigger frees the frame, which then traverses the whole length of the wires at a speed depending on the strength of the spring, etc., in the direction from *A* to *B*, that indicated by the arrow.

In order to describe the muscle-pulsation on this plate, side by side with it there is a lever with an indicating pencil, such as was used in the former experiment to indicate the height of muscular elevation and the elastic extension. This part is omitted in Figure 3, in order to make the indicating plate more visible. The rate at which the plate flies from *A* to *B* at first increases up to the point at which the spring exceeds the position in which it was when at rest. When the frame is in the position corresponding with this point, a projection *d*, which is situated on the lower edge of the frame, strikes the lever *h* and thus opens the main current of an inductorium, by which an inductive current is caused in the secondary coil of the inductorium; and this traverses and irritates the muscle. The result of this is that the muscle is irritated exactly at the moment at which the glass plate assumes a definite position relatively to the indicating pencil of the lever. If the glass plate is first pushed toward *A*, and is then slowly pushed toward *B*, until the projection *d* just touches the lever, and if the muscle is then caused to pulsate, the indicating pencil, being raised by the pulsation, describes a vertical line, the height of which represents the height of elevation of the muscle. If the glass plate is again brought back to *A*, and, by pressing the trigger, is then caused to fly suddenly and with great speed toward *B*, then the irritation of the muscle will occur when the glass plate is in exactly the same position, the indicating pencil standing exactly at the vertical stroke before described. The muscular pulsation thus produced will, however, in this case be indicated on the rapidly moving glass plate, with the result of giving, not a simple vertical stroke, but a curved line. The distance of the point of commencement from the vertical stroke expresses the latent irritation.

If, instead of irritating the muscle itself, a point in the nerve is exposed to the irritation, the muscle in this case also

describes the curve of its pulsation on the rapidly moved plate of the myograph. Arranging matters so that two curves of pulsation are allowed to describe themselves in immediate sequence, but with the difference that the nerve is irritated in one case at a point near the muscle, but in the other case at a point far from the muscle, two curves will be obtained on the plate of the myograph, which will appear exactly alike but yet will not cover each other. On the contrary, they are everywhere somewhat separated from each other, as is shown in Figure 4. In this figure *a b c* is the curve first described, on irritation of the nearer portion of the nerve; in order to distinguish it from the other it is marked by small nicks; *a′ b′ c′* represents the curve indicated immediately after the

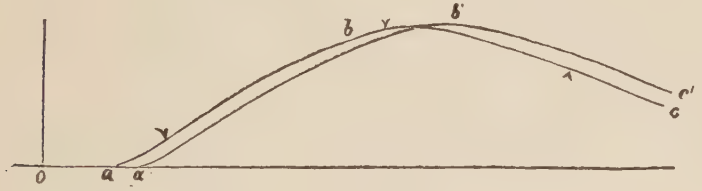

FIG. 4. PROPAGATION OF THE ELEMENT WITHIN NERVES.

former, but obtained as the result of the irritation of a portion of the nerve remote from the muscle. The second curve is seen to be somewhat separated from the other; it does not commence so soon after the moment of irritation (which is indicated by the vertical stroke *o*); that is, a longer time elapsed between the moment of irritation and the pulsation of the muscle in the latter case than in the former; and this difference evidently depends only on the fact that in the latter case the excitement within the nerve had to traverse a longer distance, and therefore reached the muscle later, so that the pulsation did not begin till later.

This time may be measured, if the rate at which the plate moved is known; or if simultaneously with the muscle-pulsa-

tion the vibrations of a tuning-fork are allowed to indicate themselves on the plate. From the time thus found and from the known distance between the two irritated points of the nerve, the rate at which the excitement propagates itself along the nerve may be calculated. Helmholtz, on the ground of his experiments with the nerves of frogs, found it to be about 24 m. per second. It is not, however, quite constant, but varies with the temperature, being greater in higher and less in lower temperatures. It has also been determined in the case of man. If the wires of the inductive apparatus are placed on the uninjured human skin, it is possible, as the skin is not an insulator, to excite the underlying nerves, especially where they are superficially situated. On thus irritating two points in the course of the same nerve, the resulting phenomena are exactly the same as those just observed in the case of the nerves of frogs. In order to determine the commencement of the muscle-pulsation in the uninjured human muscle, a light lever is placed on the muscle in such a way that it is raised by the thickening of the latter. Experiments of this kind were made by Helmholtz with the muscles of the thumb. The appropriate nerve (*n. medianus*) may be irritated near the wrist and near the elbow. From the resulting difference in time and from the distance between the two irritated points the rate of propagation of the excitement was found to be 30 m. per second. The high figure as compared with that found with the nerves of frogs is explained by the higher temperature of human nerves. The rate of propagation would indeed be much lowered if the temperature of the arm were considerably decreased by the use of ice.

The above calculation of the rate of propagation is made on the assumption that this rate is constant throughout its duration. There is, however, nothing to show that this is the case. On the contrary, it is more probable that the

propagation proceeds at first at a greater and afterwards at a less speed. This may be inferred from an experiment arranged by H. Munk. If three pairs of wires are applied to a long nerve, one close to the muscle, another at the centre, and the third considerably above, and then causing three consecutive curves to describe themselves on the myograph plate by irritating these three points, it will be found that the three curves are not equally removed from each other; on the contrary, the first and second stand very near together, while the third is far from the two former. More than double the time was required for the excitement to traverse the full distance from the upper to the lower end than it took to traverse the half-distance from the middle of the nerve to its lower end. The simplest explanation which can be given of this phenomenon is that the excitement during its propagation is gradually retarded, just as a billiard ball moves at first very quickly but afterward at a gradually decreasing speed. The retardation of the billiard ball is due to the friction of the underlying surface. From this it may be inferred that a resistance to the transmission exists within the nerve, and that this gradually retards the rate of propagation. Such a resistance to transmission is also probable on certain other grounds, to which subject we shall presently revert.

7. If the main stem of a nerve is irritated by electric shocks, all the fibres are invariably simultaneously irritated. On tracing the sciatic nerve to its point of escape from the vertebral column, it appears that it is there composed of four distinct branches, the so-called roots of the sciatic plexus. These rootlets may be separately irritated, and when this is done contractions result, which do not, however, affect the whole leg but only separate muscles, and different muscles according to which of the roots is irritated. Now as the fibres contained in the root afterward coalesce in the sciatic nerve within a membrane, it follows from the experiment just

described that the irritation yet remains isolated in the separate fibres and is not imparted to the neighboring fibres. This statement holds good of all peripheric nerves. Wherever it is possible to irritate separate fibres the irritation is always confined to these fibres and is not transmitted to those adjacent. We shall afterwards find that such transmissions from one fibre to another occur within the central organs of the nervous system. But in these cases it can be shown with great probability that the fibres not only lie side by side, but that they are in some way interconnected by their processes. In peripheric nerve-fibres the irritation always remains isolated. Their action is like that of electric wires enclosed in insulating sheaths. One of these nerves may indeed be compared to a bundle of telegraph wires, which are protected from direct contact with each other by gutta-percha or by some other substance. The comparison is, however, but superficial. No electrically-isolating membrane can really be discovered in any part of the nerve-fibre, but all their parts conduct electricity. When, as we shall presently find, electric processes occur within the nerve, these standing in definite relation to the activity of the nerves, we must assume that isolation as it occurs in the nerves is not the same as in telegraph wires. We cannot here trace the matter further, but must accept the fact of isolated conduction as such, reserving its explanation for a future occasion.

8. On irritating the nerves by means of currents from an inductive apparatus, it is found that the pulsations which occur are sometimes strong, sometimes weak. All nerves are not alike in this respect, and even the parts of one and the same nerve are often very different. We must accordingly suppose that nerves are variable in the degree in which they receive irritation. This is spoken of as the *excitability* of the nerve, to express the greater or less ease with which they may be put in action by external irritation. Two ways

may be adopted to measure the excitability of a nerve or of a certain point in a nerve. Either the same irritant may always be used, and the excitability may be determined by the strength of the muscular pulsation evoked by this irritant, or the irritant may be altered until it just suffices to evoke a muscular pulsation of a definite strength. In the former case it is evident that the excitability must be estimated as higher in proportion as the muscular pulsation produced by the irritant is stronger; in the latter case the excitability is said to be greater in proportion as the irritant which is able to evoke a pulsation of definite strength is weaker. Each of these methods when practically applied has advantages and disadvantages. The former is capable of detecting very minute differences in the excitability, but it can only do this within certain narrow limits, for when the excitability sinks, the limit for a definite irritant is soon reached, after which no further pulsation at all results; and when the excitability rises, the muscle attains its maximum contraction, above which it is incapable of further contraction. Changes above or below either of these limits are, therefore, beyond observation so long as the irritant remains the same. The best way to apply the second method practically is to find that strength of irritant which exactly suffices to produce a just observable contraction of the muscle. This assumes the power of graduating the strength of the irritant at pleasure. If inductive currents are used to effect irritation, this graduation may be made with the greatest precision by altering the distance between the primary and secondary coils of the apparatus. In du Bois-Reymond's sliding inductive apparatus the secondary coil is, therefore, attached to a slide which may be moved forward in a long groove. This arrangement is used in order to find the particular distance of the secondary coil from the primary which results in a just observable contraction of the muscle; and this distance, which can be measured by means

of a scale divided into millimetres, is regarded as the measure of excitability.

9. If a recently prepared nerve, as fresh as possible, is placed on a series of pairs of wires, and the excitability at the various points of the nerve is consecutively determined in the way described above, it is generally found that the excitability of the upper part of the nerve is greater than that of the lower. There is, however, no great regularity in this character. Sometimes a point is found in the centre of the nerve which is less irritable than those immediately above and below it. Very frequently the most excitable point occurs, not immediately at the cut end, but at some little distance from this; so that, on proceeding downward, it is found to increase at first, and then, at a yet lower point, to decrease again. If such a nerve is observed for some little time, its excitability at the various points being tested every five minutes, it is found that the excitability alters especially soon at the upper end; it decreases, and in a short time is entirely extinguished, so that no muscular pulsations can afterwards be elicited from the upper parts even by the most powerful currents. The nerve is then said to be dead in its upper parts, and this death proceeds gradually downward in the nerve, so that pulsation can only be obtained by irritating the part situated nearest the muscle, and at a little later period even this part becomes dead. After the whole nerve is dead, pulsations may yet always be obtained for a time by direct irritation of the muscle. The muscle does not usually die until much later than the nerve. Yet in a quite fresh preparation of the nerve and muscle, the latter is always less excitable than the former, and a much stronger irritant is required to excite the muscle directly, than indirectly through the nerve. In all these experiments the nerve must be carefully protected from drying up, as otherwise its excitability is very soon destroyed, and in a very irregular manner.

We have seen that the nerve dies gradually from the top downward. This death does not, however, consist in a simple falling off in the excitability from its original degree till it completely dies out. If the excitability is tested from time to time at a point some distance from the cut end, it is found to increase at first until it reaches a maximum, at which it remains for some time stationary, and it is not till after this that it gradually decreases and finally expires. The further the point experimented on is from the point which has been cut, the more slowly do all these changes occur; but their sequence is in all cases essentially alike. The explanation of this may be that the upper parts of the nerve, which directly after the preparation is made usually exhibit the highest degree of excitability, are really already changed. It must be assumed that these changes intervene very quickly at a point close to the section, so that it is impossible to submit these points to observation until they are already in the condition which does not intervene till later at the lower points—in the condition, that is, of increased excitability. This view is confirmed by the following experiment: if the excitability is determined at a lower point of the nerve, and the latter is then cut through above this point, the excitability increases at the point tested, and this takes place more quickly in proportion as the cut was made nearer to the tested spot. Each of the lower points may, therefore, be artificially brought under the same conditions under which only the upper parts of the nerve usually lie; that is, it may be so arranged that they are near the point of section. These changes in the excitability may, therefore, be thus conceived: that when the nerve is cut some influence makes itself felt from this cut, and that this first increases the excitability of the nerve, then decreases, and then extinguishes it. If this view is right, we must assume that the high degree of excitability of a freshly cut nerve is also only the result of the incision which is made. This is

not, however, exactly the case. The nerve with the muscle of a living frog may be freed and prepared up to the vertebral column without separating it from the dorsal marrow. On irritating the various points in such a nerve, differences, slight indeed, but yet observable, are noticed in the excitability, the upper parts being always more excitable than the lower. Uninjured human nerves may also, as we have seen, be irritated at various points in their course, and in this case also it is found that irritation is invariably more easily effective in the upper than in the lower parts.

Pflüger, who first called attention to the differences of excitability at the various points of the nerve, thought that the explanation of this is that the irritation evoked at one point in the nerve, in propagating itself along the nerve, gradually increases in strength; he spoke of it as an *avalanche-like increase in the excitement within the nerves.* This explanation appears to contradict the above-mentioned fact as to the effect of cutting on the nerve, for in such cases it appears that the irritation is strengthened by the cutting away of the higher portion of the nerve, even though the length of that portion of the nerve which is traversed by the irritation remains unaltered. It must at any rate be admitted that at one and the same point in the nerve the excitability may vary in degree, and it is therefore simpler to assume that the difference in the results of irritating the nerve at various points depends directly on differences in the excitability at those points, instead of being in the first place dependent on changes caused by transmission; it can even be shown to be probable on various grounds, as indicated above, that the excitement in propagating itself through the nerve meets with resistance, and is therefore rather weakened than strengthened. Why the excitability differs in different parts of the same nerve we cannot explain. As long as we are ignorant of the inner mechanism of nerve-excitement, we

must be satisfied to collect facts and to draw attention as far as may be to the connection of details, but we must decline to offer a full explanation of these.

10. The phenomena of exhaustion and recovery may be exhibited in nerves as in muscles. If a single point in a nerve is frequently irritated, the actions become weaker after a time, and finally cease entirely. If the nerve is then allowed to rest for a time, new pulsations may again be elicited from the same point. It is not known whether this exhaustion and recovery corresponds with chemical changes in the nerve. We are almost entirely ignorant of the whole subject of chemical changes within the nerve. Some observers maintain that in the nerve, as in the muscle, an acid is set free during the active condition, but this is denied by others. The generation of warmth in the nerve during its activity has also been asserted, but this is also doubtful. If any chemical changes do take place within the nerve, they are extremely weak and cannot be shown with our present appliances. As motions of the smallest particles (molecules) probably take place in the nerve, though the external form remains unaltered, and therefore no work worthy of consideration is accomplished, it is easily intelligible that these processes may be accompanied only by extremely slight changes in the constituent parts.

CHAPTER VI.

HUMAN ELECTRICITY.

FOR twenty-five centuries—during which the world has seen the birth of its greatest generals, orators, poets and philosophers, and has witnessed its most marvelous history and progress—for over half of the years of the human race has electricty not only been observed, but it has been made a subject of close study, constant experiment, and scientific investigation.

Before Hannibal or Alexander, before Archimedes or Euclid, before Cicero or Demosthenes, before Virgil or Herodotus, before Aristotle, Plato or Socrates ever were known to earth, Thales, the chief of the Seven Wise Men of Greece, had bent his philosophic genius down to the level of a piece of "*Electron*," or Amber, to account for its wonderful power in attracting light articles to itself, when excited by simple friction.

We might naturally suppose that these centuries of genius would hand down to us a better knowledge of this property of *Electron*, or electricty, than of any more recent subject of investigation.

What is the fact? One hundred years ago it was practically as much a mystery as ever, and Professor Henry, whose invention of the practical form of the electro-magnet made telegraphy and practical electricity possible, has but a very few years been resting in the quiet precincts of Oak Hill.

No scientific study has developed such wonderful commercial results. We no sooner grow accustomed to the surprises of telegraphy than the telephone makes its Bell resound

in every ear. As we become convinced of the truth of this seeming impossibility, we are startled by the brilliance of an unaccustomed light. Under its illumination we can see on all sides the busy ateliers turning out magnetic machines for every purpose that men could have, until we perceive not far ahead the gradual abolishment of steam as a source of motive power.

Surely, this bespeaks a perfect knowledge of that subtile fluid that Franklin deftly lured into his battery by a kite-string.

Investigators, who make electricity a specialty, are compelled to confess that, notwithstanding the remarkable powers that they have revealed, these are as pebbles on the beach compared with the vast ocean of undiscovered possibilities, only awaiting some Columbus to courageously embark upon its inviting bosom.

Some one has said that a dew-drop contains enough electricity to blow up a house. Professor Faraday, who never made a careless statement, said, "The chemical action of a grain of water upon four grains of zinc *can* evolve electricity equal in quantity to that of a powerful thunder storm. Is there not, then, great reason to hope and believe that by a closer experimental investigation of the principles which govern this subtile agent, we shall be able to invent new instruments which shall a thousand-fold surpass in energy those which we at present possess?"

It will be well understood how it is possible for different persons to make statements that seem conflicting and yet all be facts. This is a necessary caveat in a book like the present. Its principles may seem to contradict the teachings of other books or instructors, but in the midst of so much undeveloped wealth, every delver may bring forth things new and old.

This chapter is introductory to the rest and must contain an explanation of some terms and principles which will make magnetism more intelligible than it could otherwise be.

Some facts have been so constantly demonstrated as to be looked upon as settled beyond all probability of contradiction.

The chief of these axioms is, *all substances contain electricity.*

This latent electricity is only made sensible to us under peculiar circumstances. One of these is the contact of two dissimilar substances—for instance, metals. Take any two different metals, as a piece of zinc and a silver teaspoon, put one over the tongue, the other under that organ. While thus separated their latent electricity is quiescent. But touch their outer ends and a new taste is instantly presented to the sensitive papillæ of the tongue.

This simple experiment contains in it the explanation of all electrical generation. There are two sources of electrical motion here employed. First, the contact of two metals, each containing a different degree of electricity, which tends to equalize itself upon their contact, thus producing electrical motion. Second, the connection of two metals by a weak acid, associated with the alkaline saliva, which induces electrical motion by means of the electrical action that results.

We can thus construct two kinds of batteries, one consisting of a large number of alternate plates of any two metals, which is known as the Voltaic Pile, the other being a series of such plates dipped into a tank of some powerful acid, called a Galvanic Battery.

Another axiom of this science is that electricity disposes itself upon the surface of objects. Hence arose the popular but mistaken term, electrical "fluid," because it seemed to flow like an imaginary liquid over the surface of things it traversed.

No substance—whether solid, liquid or gas—refuses to conduct electricity. But all substances present a varying amount of "resistance" to its progress. In some, such as glass, wood, vulcanite, etc., this is so great as to practically make these "insulators." Yet sparks have been developed of such tension as to penetrate over three inches of solid glass.

Whenever electricity is insulated and not allowed to flow, it is called "stale;" but when a "current" is set up it is known as "dynamic" electricity.

Our most familiar illustration of these conditions is seen during a thunder storm. Each cloud is charged with static electricty of great accumulated tension, but when they approach near enough for the resistance of the air to be overcome, then a discharge or "current" is set up, whose dynamic effect often sends terror to the beholder. "Density" is a term used for convenience, by which is indicated the amount of electrical energy on any given surface.

Experiment has shown that density varies, in accordance with the outlines of a conductor.

Only on spherical surfaces is the density alike at every spot. On objects of other shapes the density increases on all projecting parts, becoming the greatest as a *point* is approached, while in depressions it decreases until it may be practically nothing.

Another fundamental discovery is that there are two equal and opposite electricities, technically called "positive" and "negative."

When amber is properly rubbed it develops electricity that *attracts* light articles to it. But glass, rubbed upon silk, develops electricity as well, yet things are *repelled*. For a long time these two forces were termed "resinous" and "vitreous" electricity, and later the terms negative and positive supplanted their earlier terms. Benjamin Franklin maintained a theory, which became popular, that these were

but opposite manifestations of one and the same electricity. But later research has convinced us that there are two distinct though concomitant electricities, as they can be made independent use of; for example, in multiple telegraphy. Whenever these electricities are separated, even in the slightest degree, there arises a proportional desire for their union and equalizing. Until this occurs there exists what is called electrical "tension," which may become so great as to break all previous bounds.

Theories are constantly changing as new developments are attained, and no honest investigator holds rigidly to any hypothesis, but daily anticipates even an entire revolution in the philosophy of this marvelous double-force.

At present the verdict seems to lean toward the judgment that electricity is not a fluid or a substance, but rather a *vibration*, like light, sound and heat. What makes this more plausible is the close analogy between heat and electricity in certain respects.

Electricity exerts an instant and powerful effect upon surrounding objects, just as heat does by what we call radiation. This influence is termed "induction." Induction has a peculiar effect upon all objects. When a body is in electrical equilibrium there is no tension, current or other phase of electrical phenomenon. But upon the approach of another body induction sets up, by which there comes a new state of electrical condition, in which the opposite electricity to that of the approaching body is driven to the side nearest to it, and the other kind to the reverse situation. This is called "polarity." Faraday proved that induction is caused by the polarity of the intervening particles of the atmosphere, which offered too much "resistance" to permit a "current" or "conduction;" hence polarity was conveyed from atom to atom of the air until the object that manifested the effects of "induction" was reached and influenced. The ordinary

compass shows the effect of induction, the needle being influenced by the magnetism of the earth, so as to always point toward the North. This is one of the most useful phenomena, and especially so in the study of personal magnetism, as we may more clearly see in the following chapters.

Let us make a summary of the present chapter and find what relation it bears to Human Electricity.

The following important facts are before us:

1. We are yet upon the threshold of our knowledge of Electricity.

2. All the old and apparently established *theories* concerning this mighty agent may, by a single experiment, a single *fact*, be completely overturned in the near future.

3. Every substance, whether solid, gas or fluid, contains electricity.

4. There is not a bone, muscle, fibre, drop of liquid, or particle of matter in the human body that does not contain electricity.

5. One drop of blood contains sufficient electricity to evolve a well-regulated thunder storm.

6. Electricity disposes itself upon the surface of objects.

7. Electricity held in check by insulation is called *static*.

8. Electricity in motion or in current, as it is called, is termed *dynamic*.

9. Density means the amount of the electrical energy.

10. The best theory at the present day is that electricity is not a fluid or a substance, but a *vibration*, like light, sound and heat. If this is true, it is an important explanation of the phenomena of personal magnetism. The many thousands of experiments in this art substantiate, in their results, such a theory, but the whole line of study mapped out in this book follows the teachings of facts rather than theories, on the principle that one *fact* is worth more than a thousand *theories*.

It is well, however, to bear in mind that the author agrees with the most advanced views of the scientists of the present day that electricity is a *vibration.* If this is remembered much that follows will be more easily understood.

"Induction" is the process by which another person or object is influenced. That actual contact or near approach is not necessary is clearly proven by the magnetic needle, which feels an influence exerted thousands of miles away; yet, were this not a fact established beyond all power of contradiction, no person could be found at the present day to believe it. So in the cultivation of personal magnetism the author himself confesses he would not believe his own assertions were they not already perfectly proven, and he is as much surprised by them as any one can be.

More of this later on.

CHAPTER VII.

HUMAN MAGNETISM.

HOMER describes the gods viewing the fierce contests on the plains of Troy, from the summit of Mount Ida. A later tradition tells of the astonishment of an humble shepherd, on this same summit, when he beheld his iron-bound staff leap from his hands and cling to the projecting rocks. History seems clear in pointing to this locality of ancient Magnesia as the scene of the earliest discovery of that wonderful ore or "stone" that would lift a "load," hence called the Loadstone. Very naturally was this force called Magnetism, and the ore a Magnet, out of deference to the place of its discovery.

This may be the very locality alluded to in the Arabian Nights as the Magnetic Mountain, which drew out the iron bolts and fastenings from passing ships, and sank them instantly.

Men were not long in discovering this magnetic iron-ore in other places, and putting it to various tests of usefulness. Chief among such experimental discoveries was the power it possessed of magnetizing a needle so that it would always point due North. Even in English annals we find the "sailing stone" mentioned as early as the twelfth century, but it was known and used long previously by other nations.

A piece of ordinary iron will exhibit magnetism as long as a current of electricity is passed through coils of insulated wire around it. This process is called Electro-magnetism, and was employed long before the seemingly self-evident discovery was made that a magnet inside of such a wire helix would set up an electrical current, which is very appropriately

termed Magnetic-electricity. Both of these methods are in daily use.

The purposes of this book only demand a knowledge of the underlying principles of electricity in its relation to magnetism, and not an explanation in detail of discoveries and their applications, scientific and commercial.

One of these principles is that magnetism is induced only by dynamic, and not by static, electricity.

Another fundamental discovery is that vibration, of some sort, is a great assistant to the process of magnetizing.

Experience has also taught that the electricity of the earth magnetizes all things upon it, which is of course more evident in articles of iron than in those of poorer conductivity. Many war vessels, therefore, were lost before this effect of their magnetized guns upon the compass was noticed.

The practical bearing of these facts upon our subject will doubtless become apparent before the book is laid aside.

Scientifically, magnetism is only a peculiar phase of electrical phenomena, and is not a different force, *sui generis*. But its manifestations are more easily classified and popularly understood if we look upon it as something different, though depending upon, and related to, electricity.

It seems strange that up to one hundred years ago men were ignorant of the existence of animal magnetism.

A few years before the Declaration of Independence received the signature of Benjamin Franklin, at that time the greatest philosopher of this continent, another great scientist, Galvani, professor in Bologna, was preparing some frogs to be cooked for his sickly wife. Happening to touch two different metals in contact to certain nerves and muscles, he was surprised to see the frog's lifeless legs resume all the activity of their accustomed motions. Others had noticed this result, but had not been led to investigate its philosophy.

After his death Professor Aldini, a nephew, traveled through Europe demonstrating the truth of Galvani's statements and theories, which had been misrepresented and repudiated.

A favorite experiment of his was to form a battery out of several heads of recently slaughtered cattle, connecting their tongues and ears alternately by wires. The result was always surprising and conclusive. Aldini, among other things, maintained:

"That muscular contractions are excited by the development of electricity in the animal-machine, which is conducted from the nerves to the muscles, without the concurrence of metals."

"That all animals are endowed with an inherent electricity, appropriate to their economy, which, secreted by the brain, resides especially in the nerves, by which it is communicated to every part of the body. When a limb is to be removed, the nerves, aided by the brain, draw some electricity from the interior of the muscles, discharging this upon their surface, and they are thus contracted as desired."

In our chapter on Electricity it is stated that chemical action can produce galvanic currents. When we remember that almost every portion of our body is bathed on one side with an alkaline, and on the other with an acidulous fluid, we may justly consider the human frame an electric battery, and one of no inconsiderable dimensions.

Was it not the shrewd Napoleon I. who said, when he first saw a voltaic battery: *"Voila l'image de la vie: la colonne vertebrale est le pile; la vessie, le pole positif; et le foie, le pole negatif."*

We know that electricity and magnetism exist in all things. We are assured that its power vastly exceeds our present acquaintance with it. We have also seen that the

very air becomes polarized and sets up induction between adjacent bodies.

The human frame is, so to speak, filled and dominated by latent magnetism. Hence the brain, which appears to be the seat of the soul or "ego," is properly a sensitive electrical condenser, ready at any instant to charge any nerves that they may set their appropriate muscles in action, whenever that "ego" touches the magic "key" which completes the "circuit."

Thales, then, considering that he lived twenty-five hundred years before our day, was not far out of the way when he said that "electricity is the soul residing in electron." This statement modernized is, that "Electricity is the Life."

To sum up this chapter in a few words, we find the following propositions to be true:

1. Electricity constitutes the chief element of the *vital-force* of the brain and body.

2. Dynamic electricity, and not static, induces magnetism.

3. Human magnetism is the *vital-force* at work.

4. The vital-force in a static condition is not magnetic.

5. The latent magnetism of an individual is quickly awakened by the vibratory current of a magnetic person through the action of the voice, eye or touch.

The subsequent chapters investigate this power.

CHAPTER VIII.

THE UNIVERSAL ETHER.

THE object of these theoretical chapters is simply to satisfy the mind of the reader that there is a philosophy back of the Art which experience proves is able to develop an attainment of personal power not otherwise enjoyed. The practical portion of this book needs no hypothesis. It is the product of actual experience. Our theories concerning the results may be erroneous, but the benefits that have universally accompanied this course of training are beyond the reach of doubt.

Nevertheless, we feel confident that the finger of science has been pointing too long in the direction of our theory to vary much from the meridian of truth. While it is in a practical sense unnecessary, yet we believe it will be interesting to every pupil to glance with us over the panorama that covers so much of history and humanity.

The brief view we have taken of electricity shows us a wonderful latent force permeating all things; and, in our own bodies, evidently under control of the will. The known laws of the force teach us the possibility of mutual influence between people, in proportion to their differences of electrical density and environment. Every person not in good electrical contact with another polarizes himself and his neighbor. Under favoring conditions the tension of this polarity may leap all bounds and set up an interchange of dynamic electricities. Some of these inducing elements are: a greater difference of density between the parties; sufficient approximation to reduce the resistance of the air or other con-

ductors, and a vibration of the air itself, as, for instance, would be perfectly secured by a full resonant voice in action.

We know that persons affect us differently; some soothe, while others excite us. This influence varies according to the time, place and weather, and most evidently in accordance with our own electrical condition, or, as we familiarly say, our "health." Undoubtedly much of this is directly the result of electrical disturbance within us.

The writer has frequently been able to draw brilliant sparks from his knuckles, and by them has repeatedly lighted the gas. We are all familiar with the electrical tension in a cat's fur on a dry day; and every lady knows how difficult it is to dress her hair when the atmosphere favors its polarity. Some animals, like the electric eel and torpedo, are literally galvanic batteries of numerous "elements," and store sufficient electricity to seriously, if not fatally, affect the person who handles them when alive, for the discharge of the current is controlled by the animal's will.

We find that in addition to the well-known ordinary electricity in our bodies, which seems to act independently of our wishes, there is a similar force that seems to be related directly to our volition, and yet is distinct from that electrical fluid that accompanies every muscular action.

The force now in question is one which manifests electrical phenomena on external objects when the mind so intends.

Perhaps the most conclusive experiments upon this force were those referred to by Humboldt in the Organ of the French Academy:

"M. Du Bois is the skillful experimenter who first and alone succeeded in making the compass-needle deviate by the will of man; that is to say, by that electrical current which produces muscular tension. That deviation was effected at great distances and ceased when he did not keep his muscles

tense."[1] Of this electricity it has been said that it is developed in the greatest degree in the evening.

Doubtless this is mainly what makes us "feel the approach" of people into a dark room at night, when no sound is heard. In this manner a noiseless burglar will awaken the sleepers. We can thus understand Shakespeare when he makes the witch say, as Macbeth silently seeks the midnight oracle, "By the pricking of my thumbs, Something wicked this way comes."[2]

E. du Bois-Reymond showed this in the human subject in the following way: The ends of the wire of the multiplier

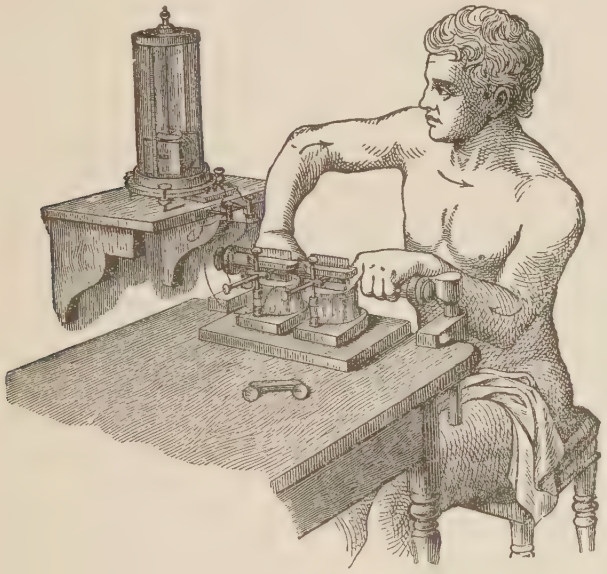

FIG. 5. DEFLECTION OF THE MAGNETIC NEEDLE BY THE WILL.

are connected with two vessels filled with liquid, and the index finger of both hands is dipped in these vessels, as in Figure 5. A rod arranged in front of the vessel serves to steady the position of the hands. Currents are then present

[1] Compte Rendu, 1849, p. 576.
[2] Tragedy of Macbeth, Act IV, Scene I.

in the muscles of both arms and of the breast, which, since the groups of muscles are symmetrically arranged, cancel each other, acting one on the other. If for any reason any current remains uncanceled, it may be compensated in the way before described. When all is thus arranged, the man strongly contracts the muscles of one arm, the result being an immediate deflection of the multiplier, which indicates the presence of a current ascending in the contracted arm, from the hand to the shoulder. If the muscles of the other arm are contracted a deflection occurs in the opposite direction. We are, therefore, able by the mere power of the will to generate an electric current and to set the magnetic needle in motion. This will-power may be directed toward any muscle or set of muscles in the body.

If you care to take the trouble to observe the condition of persons who seem to exert magnetic control, and you can always feel their very presence by the vibrations around you, it will always be seen that, during their exercise of this power, their muscles are in a tense or contracted state.

While we are daily witnessing the results of this undoubtedly electrical force as exerted by us upon people and objects, we are just as cognizant of a similar force that seems distinct from electricity, though closely resembling it in its laws of action.

Cuvier, one of the greatest zoologists, noticed this distinction. He had "no shadow of doubt that the proximity of two animate bodies in certain positions has a real effect independent of the imagination of one or the two."[1]

Pliny, another great naturalist, who perished while investigating that eruption of Vesuvius, which destroyed Pompeii, wrote, nearly twenty centuries before Cuvier: "There surely exists in man a certain power of changing, attracting and of binding whatever he *desires* or wills to attract, change,

[1] Anatomie Comparée, Tome II, p. 117.

bind or impede."[1] One familiar example of this power is the soothing or inspiring effect of suitable music upon us. The band is as necessary to the army as its other equipments; and in olden time King Saul could only be decoyed from madness by the soothing strains of David, the harpist—the Sweet Singer of Israel. The value of music as a conductor of this force is referred to by one of the best known Greek writers[2] as being successfully employed from the earliest times upon man and beast.

In many ways we find proof of the fact that there are some results caused by some mysterious power that seems to be different from anything mechanical, electrical, mental or physical; it must evidently be a new force—scientifically.

A German writer of high authority says: "Of its nature we are as ignorant as we are of light and electricity; but with its properties we are nearly as well acquainted as with those of light or other imponderable agents."[3]

When we recall how many centuries electricity has been known, used and investigated, and even now cannot be said to be understood satisfactorily, we may feel more reconciled to the comparative ignorance that exists as to this force that has also been used and studied for ages, and is more or less consciously exerted by every one. We see here a strong probability that marvelous developments and applications of this force may, at any time, reward the successful investigator.

In our natural haste to satisfy curiosity we must not forget that even the highest science can never *explain* the phenomena of nature. It can only discover results, classify them and deduce a theory to link them logically together; but these hypotheses are not explanations.

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[1] Pliny's Natural History, X, 142.
[2] Xenophon's Memorabilia, II, 10 *sq.*
[3] Müller's Physiology, III.

This desire for an "understanding" of every new phenomenon has hindered the practical employment of this force for the serious concerns of daily life. It has been relegated to the deceivers, until it is popularly identified with hallucination and humbug. To rescue this valuable endowment of nature from the unwarranted neglect which it has suffered because of this ill-advised prejudice, has been the underlying purpose of these chapters with their accompanying exercises. Let us then impartially consider some statements that are based upon a widespread region of homogeneous fact.

There is some force, means or agent by which mind is enabled to act on matter, and yet which is itself entirely distinct from mind or matter.

This agent must be ranked with the kindred attractive forces of nature, such as electricity, gravity, capillarity and adhesion. It is quite similar in its operation to magnetism and electricity, and perhaps is invariably accompanied by them.

It is developed together with and augmented by what we term muscular electricity, both being greatest in nervous temperaments.

Shakespeare's Hamlet, when so excited as to imagine that he sees the spirit of his father, becomes so surcharged with this electro-nervous principle as to act upon the imagination of others until they have the same mental picture. Those strange epidemics that gave rise to the Crusades may be readily accounted for. And many scientific writers ascribe the equally strange developments during the disgraceful days of witchcraft in New England to an epidemic of this same subtle agent.

The changing hues of the chameleon are now discovered to be accompanied by the electro-nervous symptoms that betoken a great development of this force.

Wilkinson[1] and Lane[2] testify to the employment of this force during the entire history of Egypt, down to the present day. Ancient writers[3] certify to the same knowledge and practice among other nations.

The process of initiation into the mysteries of those occult arts, which have practically employed this vital force, reveals the necessity for strong will-power and nervo-electric tension to develop this force to its utmost in the special direction desired.

Their confidence in the existence of a reality in connection with those feats, led all the ancient philosophers to attempt a solution of the problem. Galen said: "These things I have not tested, neither have I denied them because, if we had not seen the magnet attracting iron, we would not believe it."[4] Cicero, in like scientific manner said: "I am contented in that even if I am ignorant in what way a thing happens, yet what does happen I know."[5] And different minds must come to substantially the same conclusions.

Various terms have been applied to this mysterious force. Plato called it the "soul of the world." Others called it the "plastic spirit of the world," while Descartes gave it the afterward popular name of "animal spirits." The Stoics called it simply "nature," which is now generally changed to "nervous principle."

In the earliest days there prevailed a theory that all motive influences in nature—which we know to be, as they insisted, intermediate between spirit and matter—make up the soul of the world, which embraces human spirits. Long before Plato it was believed that there was one great pervading, embracing, universal spirit, filling immensity. This was the moving power of all material things.

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[1] Ancient Egyptians.

[2] Customs of Modern Egyptians.

[3] Ælian, Liber I, and Strabo, XIII, XVII. Also Herodotus, II, IV: Macrobius, Sat. I; Pliny, LX; Diodorus Siculus, I.

[4] "On Incantation to Healing."

[5] "De Vivinatione," I, II.

Cicero, in commenting on this theory, says: "In what way this mysterious influence is communicated, can no more be explained than can any other mysteries of nature's simplest operations, as for example, the growth of plants."

Various have been the philosophies and theologies that this primal hypothesis has been made to establish. This, however, need not blind us to the theory itself, so far as it relates to phenomena that seems to accord with it. But, some two centuries since, an eminent astronomer, Huygens, whose researches perfected the pendulum and the air-pump, adopted a corresponding theory, and called the all-pervading substance, "Ether." In this he was joined by other mathematicians and the view is generally accepted now.

They believe that all space, including the very substance of things, is filled by a subtle, elastic fluid, analogous to air, by the undulations of which all phenomena of motion—such as light, heat, electricity, etc., are produced. Experiment has demonstrated the existence of such a substance in a *vacuum*, and everything seems to fall in line with the hypothesis.

In the light of this modern theory, how clearly do we see the idea that Plutarch held when he said: "There is a universal medium. For since there are very many worlds, and to each one its own medium, all substances must on all sides approach one medium. This is by some considered supernatural; but in reality it is natural; a faculty of our minds."[1]

We may therefore feel confident that there is, what we might call, a universal atmosphere which encompasses, at least, all beings on this globe. Just as we individually breathe the same air and take our separate lives from its chemicals, so this ethereal principle sustains our power of activity and

[1] Plutarchi Opera. Liber VII, passim.

personal influence, and is everywhere ready to be judiciously used, or refused, as we will.

So careful a writer as Herschel thus sums up our knowledge on these questions: "Perhaps the most remarkable effects of electricity disclosed by the researches of Galvani and Volta, consisted in its influence on the nervous system of animals. The origin of muscular motion is one of those profound mysteries of nature which we can scarcely venture to hope will ever be fully explained. Physiologists had long entertained a general conception of the conveyance of some subtle fluid, or spirit, from the brain to the muscles, along the nerves. This will probably ever remain inexplicable; but the principle once established that there exists in the animal economy a power of determining the development of electrical excitement, capable of being transmitted along the nerves, it becomes an easy step to refer the origin of muscular action to a similar cause."[1]

Another investigator has said: "The primitive fibres of all, the voluntary nerves being at their central extremity all spread out in the brain to receive the influence of the will; we may compare them to the keys of a piano on which our thoughts play or strike, and thus give rise to currents or vibrations of the nervous principle in a certain number of primitive fibres, and consequently to motions."

With Hesiod commenced the philosophic theories of the Greeks; he suggested to them the sublime conception that all spiritual being and material existences are united by a chain. Pythagoras followed with that majestic theory described by Timæus, in the "soul of the world." That theory of mutual attraction that holds worlds in their places, making them give forth as they move in their orbits, "the music of the spheres." Plato perfected that system which resolved all immaterial principles, such as chemical, capillary and magnetic attrac-

[1] Preliminary Discourse on Natural Philosophy, by Sir John Herschel.

tions, and the wider attraction which holds worlds in their places, into one "circle" or ring of influences.

END OF STAGE TWO.

HOW TO GRADUATE THEREFROM.

By this time the reader is full of the science of the subject as far as it applies to our present work. The chapters may be rather dry reading to one who has rarely gone deeper than an everyday novel; but they are important chapters. The mind must appreciate the great facts that underlie the study, or the whole course of training will perish in shallow soil.

The only requirement for graduation from Stage Two is to read all the chapters therein three times, each with great care and with full understanding. The following statement should be filled out:

MY PRIVATE RECORD.

I began the reading of the Scientific Period on the..... day of.....19..., and I graduated therefrom on the.....day of.....19..., having complied with the requirement for the same.

[Name].....

We are now ready for

STAGE THREE.

At the end of this *period* after you have signed your private record, you may fill out the full page Certificate which follows. It is a good plan to have some person who is skilled in lettering to insert your name.

CERTIFICATE OF GRADUATION

M. .....

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

SEAL

[*Signed*]

.....

THIRD STAGE.

EXPLANATORY PERIOD.

CHAPTER IX.

KINDS OF ELECTRICITY.

WE are now ready to enter into the direct work for which this club is organized. All that has preceded is vitally important in the plan of progress. It would be folly to omit any part of it. If the reader of this volume will get the mind deeply interested in the subject the results will be very rapid and very satisfactory. When the mental faculties are in the dark, when the purpose and mode of procedure are not understood, then the common exercises are valueless.

This law of development is universal. A pupil at the piano who does not know the nature of the practice, or who, knowing it, does not keep the mind upon the exercise, will make no progress whatever. There are too many such cases in homes where hours of compulsory practice are daily inflicted upon indifferent pupils. Knowledge creates interest, begets zeal and stimulates action. It is necessary that you should read and graduate from the two stages which precede this in the present book.

234

Electricity is an influence that is generated in and from matter.

This is the 234th Ralston Principle. A glance at the three that have already been given in this volume, and a

comparison with one or more that may seem similar in the book of Universal Magnetism, will at first lead to the conclusion that they are almost repetitions of each other. They are in fact quite different, as all the laws presented herein belong to the mechanical side of the art, the exercise or developing part of it, while those in the larger volume are used for the purpose of direct influence over other beings. There are less than half a dozen that bear any resemblance to each other.

Under the 234th principle, the law is laid down that electricity is an influence that is generated in and from matter. If there is anything that is devoid of this energy, man has not yet discovered it. The fact that it is latent and unemployed is of no more consequence than the fact that heat is allowed to run to waste. Nature is full of power; the most common of which is the electrical force; and it is only in recent decades that humanity has attempted to put it to an intelligent use.

235

Mechanical electricity is generated from inorganic matter.

This is the 235th Ralston Principle. We all recognize the difference between that force which is employed to produce light, run engines, draw cars, and speed the shock, known as mechanical electricity; and a similar power with other purposes, known as human electricity. While all electricity originates from matter and from the material part of life, it is different in its uses. Some claim that it is all the same whether it is found in the mechanical, natural or vital world. From one point of view this is correct. It is not easy, however, to understand its various uses if we do not separate it by some kind of classification.

For the purpose of making the study clear we speak of mechanical electricity as that which is used in the mechanical

world, and it is generated from inorganic matter. We do not believe that vital electricity could be used for directing machinery, and we know that the energy that drives the car cannot stimulate the mind or the impulses of the soul. The power that can be stored in jars or batteries may serve to produce light or give motion to the engine, but it is valueless to life, it adds nothing to the vitality of the animal or the vegetable.

Mechanical electricity is produced by friction. This may be the result of several methods; chemical, gaseous or solid friction serving to excite the fluid and to call it forth from the unknown resting place. When certain chemical agencies are active, there is a friction present that draws electricity from one or the other of them, or from the air. When certain substances other than those which are chemically associated are subjected to friction, the result is the same. All this we call mechanical electricity.

If a person walks across a carpet when the conditions are right, a very thin, fine coating of mechanical electricity is collected on the surface of the body. It escapes on the first contact. This is not natural or vital electricity. Many a time have we seen the spark from the end of a finger light the gas. It is done in this way: A person with dry shoes and dry clothing walks across a dry carpet, generally in cold weather when the air is dry. Another person stands by the gas jet and opens it just as the experimenter comes to it with raised hand. If the finger approaches the metal where the gas is flowing out, and a sufficient spark is produced, the gas will be lighted. We have seen this done successfully thousands of times. The supposition that such electricity is personal magnetism, or that it indicates power, is erroneous. The same thing may occur if a small quantity of electrical fluid is drawn upon the body from storage or from any generator.

236

Mechanical electricity is in no way connected with personal magnetism.

This is the 236th Ralston Principle. We often meet persons who think themselves endowed with this special gift; and on inquiry we learn that they base their opinion on the fact that the hair bristles with sparks when combed in a dark room, or crackles when stirred, or the finger throws off a tiny flash at times. They do not know that all these things may happen in the absence of life. The hair of a wig can be electrified by the friction of a comb. This is a very weak kind of the mechanical species. It does not depend on a living organism, but is obtainable from the parts of the body as independent agencies. The man whose shoes have collected some of the fluid by rapidly moving over the carpet, may imagine himself an endowed being; when, in fact, the shoes without the man might collect just as much of the same fluid if made to pass over the carpet and create friction.

237

Natural electricity is generated in a state of nature.

This is the 237th Ralston Principle. By a state of nature we mean the elemental conditions of broad outdoor operations. They must not be mistaken for animal or vegetable electricity, as the causes and results are different. When the clouds of two temperatures in the atmosphere come in conflict, a severe friction is produced. This may be called a reduction of the general natural condition into a fluid akin to the mechanical species. When, prior to a cloud-battle, the air is close oppressed with a deadening influence, humanity suffers from a lack of natural electricity. The lungs get but little satisfaction; the heart pants for vital stimulus; the nerves are hungry for food; and the head throbs with a dullness that

is not pain yet is distressing. It seems just as though the clouds above had drawn all the energy to themselves, and that life below had been neglected. How refreshing is the change! When the storm has passed, a clearing of the atmosphere brings new vigor; the equilibrium is restored; the heart leaps with a joy peculiar to itself; the satisfaction of breathing a deep, rich inspiration makes the blood glad as it courses through the veins with the burden of health; and the nerves neither cry nor hunger after life, for they are stored with their full measure of it now.

We dwell in an ocean of electricity. All things live in oceans. The fish swims in water; the birds sail in air; and man is enveloped with the same atmosphere; but in and through them all, above and around them all, is the vital ocean of electricity. Oxygen and hydrogen may be the component parts of water; but a sunless ocean would not support life. Air may be made of oxygen and nitrogen; but in the absence of electricity all things would perish. The experience of a few close days in summer when this fluid is drawn away from us, shows how mean and depressed we feel in that brief hour; and from this much we can estimate the degree of helplessness that would follow a longer withdrawal of the life-supporting energy.

238

The absence of natural electricity would bring instant death.

This is the 238th Ralston Principle. We wish to deeply impress the fact that we live in a sea of natural electricity. When we breathe air we take something else also into the lungs. The same chemical composition of oxygen and nitrogen if inhaled from the chemist's receiver would lead to death. It is not the oxygen and nitrogen that we breathe that give health or that supply the demands of the lungs; but it is the oxygen and nitrogen charged with natural electricity that produce the beneficial results.

This same principle is seen in absolutely pure water. When it comes from a still, before it has associated with air, it is a poison; yet after becoming aerated it is better than the best natural water for drinking purposes. Distilled water is composed of oxygen and hydrogen. If taken directly from the still to the stomach, it fails to quench the thirst and is most unsatisfying. It may contain much mechanical electricity, and be entirely devoid of natural electricity. The difference is an important one.

Mechanical electricity belongs to matter and may be stored in matter, or drawn from it. The supply obtainable is large. Except to restore an equilibrium it never goes to or comes from matter. Natural electricity is in seas, oceans, airs and fluids; in the shifting, restless forms of the material world; standing ready to enter into all things that are shifting and restless. It is free. It may be shut out from immediate contact with life or matter; for barriers may be raised to one or the other just as the storage battery excludes mechanical electricity from free motion.

239

Rain is a common vehicle of natural electricity.

This is the 239th Ralston Principle. We are not preparing to advise our students to go out in the rain to get charged with natural electricity; for this form of life is not the source of magnetism, although it aids it materially. All we now seek to do is to state a well-established law.

Rain is water condensed from floating vapors called clouds. The higher up in the air the clouds are when it rains the more vitalizing is the rain, both to the general body and as a means of assuaging the thirst. The lower the clouds the less valuable is the rain. The condensation passing down through the long distance of air, draws more natural electricity as it passes. Take a given quantity of rain water, and

the same of distilled water; each capable of analyzing the same in every respect; and drink one upon one occasion, and the other upon another. Or drink rain water fresh from the clouds during the space of a year; then drink pure water direct from a still for another year. In the case of the former the health will wonderfully improve, all things being equal. In the case of the latter the vitality of the body will have lowered considerably.

Now take distilled water and pass it through the air several times drop by drop, from a height of twenty or thirty feet. It shows the same purity under analysis as does rain water; and this is true whether the distilled water is fresh from the still or has been aerated as we have suggested. But there is a something that chemistry cannot ascertain in rain and aerated water. The springs and wells yield always a contaminated water; for the soil and rock are worn by the flow of the liquid which carries some of them away with it as it courses along. The rain touches nothing when passing free from cloud to earth. It nevertheless takes electricity from the air.

That it does so is seen from the difference between frozen and liquid vapor. The latter is condensed and made into water in the upper realm of the sky. Being water it is a shifting, restless mass as it passes down through its long flight in the air, and therefore it absorbs natural electricity. Let the cloud freeze before it condenses, and the snow flakes drop as a fixed mass. They cannot and do not absorb anything from the atmosphere. When they reach the ground and are changed into water and drank as melted snow, or when the snow itself is eaten to quench thirst, the effect is exactly the same as that of drinking distilled water direct from the still. Both are poisonous. Yet let the melted snow drop as water through the air as we have suggested in the case of distilled water, and the poisonous effect is not only

lost, but it is supplanted by the most wholesome conditions for drinking water next to those found in pure rain water.

These facts prove conclusively that the air contains natural electricity. There are many other ways of proving the same thing. What we wish to make clear is the chief fact that our existence depends upon the continual presence of this fluid.

240

Natural electricity is the source of health.

This is the 240th Ralston Principle. In some works the name of glame has been given to this species of electricity. One of the quickest methods of absorbing the valuable fluid is to go out into the falling rain when it is coming down from high clouds. It is necessary to be dressed so that no dampness can reach the skin. The theory of this method of obtaining health has been fully explained both in our Combination Book and in the volume called Ralston Gardens. It is well founded and proved at every step of the way; and need not be carried here into a full explanation.

We all know that the air is full of this fluid known as natural electricity. Nothing is more thoroughly recognized in personal experience than the fact that, prior to electrical storms, when the energy of nature seems to have been drawn upward to the clouds, the absence of this fluid in the air about us causes a feeling of distress and nervous unrest. There are other times, especially following long periods of the sun's withdrawal as in the dark weeks of the year when we pant for natural electricity as the fish pants for water, or the bird for air.

The practice of generating this energy, called electrical, is and always has been the shortest and the most satisfactory way of acquiring health. Disease deprives the body of its vitality, and the latter is nothing more or less than a certain form of electricity. We do not present this course of

training for the purpose of bringing health to our members; but we wish to state an important fact. Health is the vigor of life, the exuberance of living. It is always accompanied by the good tone of the system, while its absence is marked by depression of spirits and lack of buoyancy. These indicate that there is something in the body that is not to be described as material. It is not the spirit, the mind or the soul; for depression is not supposed to reduce either to a state of partial non-existence.

241

Mechanical electricity has no relation to the health of the body.

This is the 241st Ralston Principle. When we come to examine it we find great importance attached to the law on which it is based. That form of vitality which is the source and ever-present supply of good health is undoubtedly natural electricity; or the living energy that occupies all nature and flows like a sea through the operations of life. This is not only capable of proof but it explains that which is otherwise incapable of explanation. Some individual may claim another name for the same energy; he may wish to call it the life principle; but whatever its name it is what we call glame. It is that vigor which nature throws around its young life and thus equips it with the power of buffeting the influences that prey upon its existence.

Whether natural, mechanical and other forms of electricity are sprung from the same source or not, it is a well proved fact that the mechanical kind is incapable of either supporting life or bringing health. We are willing to admit that the natural may under certain conditions be transferred to the mechanical; and perhaps the opposite is true; but as long as the latter remains mechanical it has none of the at-

tributes of the natural. It cannot bring health. It cannot induce vitality. It cannot cure disease.

By mechanical electricity we mean that which is produced by chemistry or by machinery. All persons understand to what we refer. A discharge of this fluid may contract muscles and move limbs, just as heat, cold, friction or blows may do the same thing or something just as noteworthy; but electricity of this kind affects the material only and does not touch the life; it startles the dead frog with just the same effect that would be produced upon one alive. It is mechanical electricity working upon matter; not life buoying up life.

Do not be misled by the many facts that may be brought forward to prove the theory that such a fluid acts upon the body. We admit all facts as true; but assumed conclusions lead to error. The proof that an electrical current produces activity in muscles, nerves and flesh is not warrant for the claim that such current gives, adds or aids any life therein.

242

Mechanical electricity supplants natural vitality.

This is the 242d Ralston Principle. What is meant by mechanical electricity must be fully understood; therefore, the last few pages should be reviewed. Because the semblance of life has been produced by such a fluid, a vast deal of harm has resulted; yet the semblance of life is merely the commonest kind of electrical activity; and activity is not necessarily life.

By false conclusions many concerns have deluded the public into the belief that mechanical electricity is capable of imparting health, and, to make the delusion more effective, they have published testimonials of cures. All sorts of treatments are prescribed called electric or electrical. No less than three hundred forms can be found in this country at the

present time. In many instances, when apparatus is worn upon the body, no electricity whatever is generated; while a faint current is aroused in other cases, although it is a ludicrous apology for an electrical current; and all this has been exposed by the magazines devoted to the study of electricity. The editors are in positions to know the value of belts, pads and other attachments to be worn upon the body, and they do not hesitate to hold them up to scientific ridicule.

Even when electricity is actually poured into the body and all doubt is removed as to the presence of the fluid, the results are either worthless or hurtful. If the strength of the current is kept within a certain limit the use of it is valueless; and if it exceeds the limit, it destroys vitality and even annihilates the life-cells of the body as far as it is able to reach them. Let the strength of the current exceed another limit and it will kill the body itself. This is true of that which is chemically generated as well as of that which the engine produces. Live wires kill thousands of men every year.

There is another phase of this subject to be considered. Not only does the fluid destroy life when strong, and destroy cells of the body when it is lessened in intensity, but it supplants or takes the place of the healthful and wholesome vitality. Now comes the claim that natural animal and mechanical electricity are the same; but this claim is not wholly true. They are the same in the same sense that body heat and coal heat are the same; but these are widely different in fact, as well as in uses.

No one pretends that a temperature of 98° in the flesh is the result of the same immediate source as the same temperature in water, coal, sun heat, or other forms of warmth. The heat of the body comes from its own action, its own burning of food and tissue; and the fire is of a chemical nature. The heat contains a vitality that cannot be obtained from mechanical fire. When we wear heavy clothing in win-

ter it is done not to warm the body, for there is no source of warmth in the clothes, but to prevent the escape of the body's heat. The purpose is to keep the latter in the flesh; otherwise it would pass off faster than the body generated it. The heat that is applied to a cold body serves to hold back that which is generated, so that the latter may be devoted to its functional work; but outside heat cannot and never does perform the duties of body heat.

Now comes a law that is exactly the same in its operation as the law of electrical substitution. A human body, or that of any animal, that is not able to generate its own heat, will soon become sick, and in the same degree that outer heat is substituted the inner heat will cease to be generated. It is never good for the health to supply any more outer heat than is necessary to hold the inner heat in the body's control. It will at once be seen that heavy clothing is much better than a heated room, provided the pores of the skin are kept clean and active. No matter how much clothing is worn there can be no heat substitution, for the warmth is from within the body. On the other hand too much clothing tends to weaken the skin and to hold the effete matter within the blood; and, therefore, external heat as from a stove must be employed. The habit of toasting the feet before a fire or at an oven makes the feet colder when not thus favored; for the mechanical heat prevents the natural generation of the body heat within the feet, and they have nothing to depend upon but the artificial.

In exactly the same way the use of mechanical electricity upon the body lessens the generation of the life within. It is conceded that one may supplant the other by the law of substitution. When the outer current is too weak to be of any service, it is counteracted and overcome to some extent by the natural electricity of the body; but when its shock is felt it suppresses the latter; and, if continued long enough or

given frequently enough, it acts upon the natural vitality just as outer heat will lessen the generation of natural heat. The lesson is plain that little hope of an increased stock of body electricity can be entertained as long as the artificial force is applied. No matter what claims, what testimonials, what apparently convincing proofs are offered, the fact remains the same, that the best electricity for the body is that which the natural processes of the body themselves develop. Life is a circuit of self-dependent forces, one giving vigor to another and being invigorated in turn.

Never allow mechanical electricity to be applied to the body. If good has ever come of it the benefit is due to some associated exercise or habit, as when the doctor said: "My battery will cure you, but you must get fresh air, good food and some exercise." One of the electrical belts in use to-day is known to produce no electricity whatever; but its sale is accompanied by directions which call for certain diet and exercise. Since disease is oftenest cured by common sense advice; and since a little judgment in the selection of foods will go a long way toward the restoration of health, it is no wonder that testimonials are obtained upon the slightest provocation. Humanity likes its common sense in almost any shape except the plainest and simplest.

243

Vegetable electricity is generated in plant life.

This is the 243d Ralston Principle. Let this be reduced or checked from any cause and the plant begins to droop and die. Water will not save it. Sunshine has no longer its influence over it. Not only is this seen after transplanting a perfect tree, shrub, vine or plant; but it is apparent when any specimen of the vegetable kingdom begins to fade away, even though not transplanted. Once in a while something that has lived in vigor for a year or more will show signs of

lessened vitality. It will defy every effort to save it. Insect attack, or the aggression of some enemy is not the cause; the tree or plant is dying because it has not the power to generate within itself the principle of life.

Perhaps this vital principle is called by some other name. Let it be known by any term, it is that to which we refer. If it is health, vigor, the spark of life, or just vitality, that it is sufficient. Whatever name is selected will be accepted and it suits the case. We call it vegetable electricity.

244

Animal electricity is generated in animal life.

This is the 244th Ralston Principle. Humanity is a part of the animal kingdom and the above law applies to all its species. Let the meaning of the word be what it may, the same power or force is intended, whether called electricity or vitality. No one supposes that these are all alike, although they may be one and the same; as the incandescent light, gas, fire and the sun are all one and the same in origin, yet vastly different in every essential otherwise.

The chemicals used for producing the electric current have no power to produce animal electricity. Nor can any engine or mechanism known do this. The force that lives in and gives life to the vegetable world, is not the same as that of the animal kingdom; nor can one kind be transplanted into the other, although they are both designed to stimulate the growth of each other. Natural electricity is the outcome of nature's freedom, and is generated only under conditions of such freedom; whereas animal electricity is not generated in any other way than in animal life; we would not expect it to come from vegetation any more than we would look for the reverse condition.

245

All kinds of electricity are derived from a common source.

This is the 245th Ralston Principle. The source is the sun; although back of that orb is the commanding energy of the Creator. The solar system is isolated from the rest of the universe; no strings of influence reach across the deep abysses of the sky to hold this collection of matter in check or to supply it with continued life. The sun bows to no other sun nor seeks energy from other matter than its own. When it was launched into space and given its mandates, it became a separated and independent orb.

Yet the same independence is not enjoyed by the planets. Everyone is actually tied to the sun by a cord of influence that must be kept unbroken or the planet's life will instantly perish. No more helpless are the nursing babes of the forest than these members of the solar group. The sun feeds the earth every minute of the day and night. When so small a period as that during which the moon eclipses the great father, deprives the earth of that flowing stream of life, we feel the electrical depression in a marked decrease of vitality. It is probable that a few hours of the sun's complete obscurity would end all existence here; for without its electrical energy we could not yield a heartbeat to our bodies.

By a special Providence the cloudy days are turned to some account, and the rainy days to a better. The moon is an opaque body capable of shutting all direct light from the earth. The clouds are porous and admit of some passage through them. Dampness and water are absorbents of every kind of electricity. Absolutely pure water, such as the vapor of the clouds, will so absorb electricity and become so charged with it that, unless drawn off by excessive cold, it rolls itself into thunder bolts.

On the darkest day when the clouds obscure the land, if we were to get above them we would see, instead of a sombre green, a white and silvery sheen of richest brilliance; no darkness, no gloom, no shadow, but all brightness. This pouring of the sun's energy into the rolling masses of the clouds reaches the earth through them; so that all life below is maintained. Things grow on cloudy days. But in a rain that falls from high vapors, the condensation occurs in the upper stratum of clouds, as it is at that part that the colder currents of air strike them and turn the moisture into water. When the water has formed from the condensation it is heavier than the cloud-vapor; the upper stratum charged with the energy of the sunlight falls through the mass and comes to earth. Fresh rain, or that which is falling upon us, is one of the best sources of electricity. If you wish to test it, take the same course that is fully set forth as a natural treatment in Ralston Gardens, and see how quickly the whole body is given new life. Dampness must be kept from the skin. This is accomplished by the use of clothing from head to foot that will shed all rain and mist.

The foregoing instance is cited to prove that cloudy days and rainy days are not as depressing to people out of doors as they are to those in the house. A rain is full of life. See how things grow in the cloudy, rainy days. You say it is due to the wet. Of course everything needs water. But try to carry a garden of vital things, like vegetables, through a period of artificial watering, and note the difference in results. In rainless countries it is possible to support vegetable life by irrigation; and this has its advantages, for the water is carried under the sunlight and through channels that enable it to gather a natural store of electricity. Moisture will keep the plant growing; but the rain is more vital, as all comparative experiments have proved.

246

Vitality and electricity are associates.

This is the 246th Ralston Principle. (There is no vitality where electricity is not present.) By the latter term we do not mean the fluid that runs in currents as a mechanical force; but that vital form of it that associates with life and expresses itself as a part of existence.

When the arm or leg is amputated the shock to the system often prevents the rally that is needed in order to save the victim from death. This shock is to the nerves; and they have no life that is not dependent upon electricity, for they are wires and batteries that are built and used for electrical purposes. Sometimes the loss of blood causes a fatal termination of such a case; but there are many instances where no serious loss has occurred, yet the shock of a blow, a fall, a fright or amputation has sapped the system of its electricity and ended in death.

Sickness is the result of a low vitality in over ninety per cent. of all cases. When the energy of the nervous system is weak, the assaults on life by germs and the faint operations of all functions lead to an inability to repel the merest approach of illness. This is seen in the darker season of the year, especially in December, when the sun's rays come so slantingly to our part of the planet that all things are depressed. The electrical energy is weak, and a month longer of the season beyond the length of the usual period, would produce a general collapse of health. It is easier to catch cold in December, and in the weeks from the twentieth to the final day of the month than in any other season of the year. La grippe claims ninety per cent. of all its victims in this period.

247

Like forms of energy are associated.

This is the 247th Ralston Principle. By energy we here refer to electrical force. We divide this into two kinds; the mechanical and the vital. The former is, in brief parlance, the result of chemical processes and also of the engine or the machine. The latter or vital kind is generated in the following classes:

1. Natural.
2. Animal.
3. Vegetable.

All these three are vital, and, belonging to the same form, are natural associates. This law is of the utmost importance. It tells us to avoid all uses of mechanical electricity if we wish to sustain and increase personal power in all our faculties, whether in the attainment of health or the development of the will. Lightning kills, the live wire slays its thousands, the execution chair employs the same energy to punish the murderer, and this agent of man's genius shows itself always his enemy when it comes in contact with his own body, just as steam is inimical to him in this sense while serving him as a slave.

Not so with vital forms of electricity. Like kinds associate. The chemical product is mechanical, and is in harmony with that which is generated by the engine. The vital forms are the natural, the animal and the vegetable. The natural is generated in free nature, as in sky, earth, air, and water. The animal is generated in organic life. The vegetable is the product of the plant.

248

Animal electricity is the climax of all energies.

This is the 248th Ralston Principle. It conveys the lesson that the animal kingdom is the brightest and most im-

portant existence on this planet. It feeds upon the vitalities of free nature and of the vegetable kingdom. The animal is dependent upon vegetation and upon free vitality; while neither of these is dependent upon the animal.

In the study of magnetism these facts soon play an important part. It is supposable that all energies come to man, from out of all the realms about him. He cannot take much direct from the hand of crude nature. The steps from a raw state to that which suits his wants are graded from necessity. Once the earth was a bald, empty rock. Then there was but one kind of electricity and it was superabundant. No animal could have lived in it, nor could any species of the animal kingdom have preceded vegetation. The energies of nature must pass through that realm in order to be fit for the higher forms of life.

249

Man lives upon the vitality of the vegetable kingdom.

This is the 249th Ralston Principle. It is claimed that animal life may exist upon no other diet than animal life. If true, what does the prey live upon? Meat-eating animals are poison to all life; and this is the eternal decree of nature; for never has an animal thrived upon a diet of flesh that was composed of other flesh.

In the study of magnetism experiments show that heavy meat-eaters are not the most magnetic persons. On the other hand the sudden change from habits of meat-eating to a strictly non-meat diet, so injures the system that the results are unsatisfactory as well as detrimental to health. If the individual had been brought up to a vegetable and grain diet, especially the latter, the chances would be decidedly in his favor for a speedier development of magnetism than could be obtained by shifting from a mixed to a non-meat habit.

Of course what is eaten could not produce the power of which we speak, unless other things were done to generate

it; but, on the other hand, the diet may drive away the power as fast as it can be developed. The practice of a certain regime in eating is one of the most powerful allies in this study. Pain is a destroyer of electrical energy. This is because it saps the nerves of their buoyant life, and they are the electric wires of the body. Irritation is so sure to annihilate all magnetism that its presence in any form cannot for a moment be permitted.

A wrong diet produces both pain and irritation. It puts the digestive system out of order; and, while nature kindly conceals its havoc to our sensibilities in the hope that recovery may smooth over the injury, the sapping of our best vitality is always going on when wrong foods are eaten. This must never be forgotten. Disorder, distress, indigestion and internal disarrangement are just as likely to drive the buoyant vitality out of the body as is the toothache; and the latter is a foe to all the sprightliness of life.

On other grounds than those of pain and irritation, a meat diet is injurious to the development of vitality. It is second-hand food. It is half-decayed food. To live is to change. The grains that may be kept in barns for years and years and never lose their vital force nor show signs of disintegration, when they become flesh in the body are incapable of holding life long. Meat in the same barns would be rotten in two days. The animal, or the human being that is alive to-day and is dead to-morrow, would yield to the laws of dissolution the day after. This is true of the meat that is eaten. New, fresh life from which the living principle is escaping or has just departed, is quite different from the same flesh a few hours later when the animal heat has gone out of it; yet, at its best, it never has the vitalizing effect of grains.

The best plan is that which passes the food from the vegetable at once over to the human body; that is, that does not wait for it to enter other animal life. The next best plan

is to take meat in small proportion with products of the vegetable kingdom, and get the meat directly from the animal's life. To wait until rigidity has set in is to lose ninety per cent. of its value. All animals that prey upon others, know this law by instinct. But despite the fact that a non-meat diet is the best, a change to that would be disastrous. It always has been so. A man who, to get thin, shifted to an unusual proportion of meat daily, although he ate less than usual in total weight, found that he had suddenly developed stone in the kidneys and uric acid in the system from which he died in ten months. The dropping of meat is never so serious; but nature has created man's digestive organs for both kinds of diet in cases of necessity; and, above all, she decrees that a change should be gradual. If one were to give up meat-eating, we would advise that it be done through a gradation of at least three years. We think, however, that the better way is to take from one to three ounces of fresh beef, lamb or fowl daily, depending upon previous habits.

There are thousands of laws or details of instruction that bear upon the question of what to eat. We have devoted two volumes to the principles of health under the Star-Ralston System, and these we think necessary to all students of magnetism, as we have frankly said in our announcements. The book of General Membership is for those who are in fairly good health, or not afflicted with disease. The larger volume, Ralston Gardens, is for those who suffer from some malady.

250

Animal magnetism is a combination of all the vital kinds of electricity.

This is the 250th Ralston Principle. We live in a sea of energy. The air about is full of it. The water is full of it. Out of the sun's influence mechanical electricity is obtained. Out of the same influence the whole realm of free nature

secures its great fund of natural electricity which teems in all the life it surrounds. Out of the same fund vegetation creates its vital force, and combines the two to produce its fruits and seeds. Animal life draws strength from the same inexhaustible supply, and, as the plant depends upon two kinds, the higher kingdom depends upon three. Matter has but one; vegetation two; the animal three. Matter is brainless; the plant is intelligent, or it would not lay its cells in order; the animal feels and thinks; man reasons.

These laws are not useful unless we can apply them to our present course of study. We have seen that the lifeless mass of matter is mere substance. Some call it dead. It has no signs of vitality except one; it is alive with electricity. Strange that inert and cold material like rock, earth and minerals, should hold the very essence of life. But being on the mechanical side, it must be transformed into vital force before it can become organic.

Something grinds the matter of the rock, the soil and the mineral into a finely pulverized dust fit to pass into the form of sap and be led up into the trunk, the branch, the twig and the leaf, and thence to flower, fruit and seed. This something is vegetable electricity. Now the cold, dead matter is alive; but, take from it its electricity of the vital kind, and it would die and be resolved again into matter, but not deprived of its mechanical electricity.

Before the animal can live, the material must have preceded it, and that material must have been organized into vegetation. The steps are three: cold matter charged with mechanical electricity; vegetation consisting of matter charged with vital electricity; and flesh made of vegetation charged with animal electricity. Thus far all vitality seems to have been blind, even though expressing intelligence. If matter be charged with electricity it will give it up solely for mechanical purposes; never for vital purposes. If the plant

holds vegetable electricity it will grow and no more, except that this power peculiar to itself is intrusted to its seeds for reproduction. If the animal's vitality is no more than that which is required to maintain its organic existence, it will live, thrive and grow as flesh. This condition is seen in young children whose chief purpose in life seems to be that of living. It is found in those mature carcasses that eat, loaf and sit by day, and sleep at night; they toil not neither do they spin; they have animal electricity but no magnetism.

To become magnetic as a product of nature, without magnetic exercises, one should live as close to nature as possible. To be a growing animal is not enough. To eat, drink, toil, rest and sleep, are not enough. These are only exhibitions of animal electricity, and then without increase or surplus. If a person were overstocked with this kind of energy, he might be no more than a very vital animal. To be magnetic is to hold full power over self and to possess some degree of power over others. We are not in the world to be subjects all. Some must lead and command; they possess personal magnetism. Others follow and obey; they have animal magnetism.

We are satisfied that all persons of average intelligence to understand, may turn their animal magnetism into personal magnetism; may increase the former and the latter; and become persons of influence over others. We exclude no one unless below what is called average intelligence. The common, ignorant and the grossly ignorant are not able to understand the force of lessons in any line of culture.

We must put these laws into practical use.

END OF STAGE THREE.

HOW TO GRADUATE THEREFROM.

The periods are progressive. The first, or Social Period, was chiefly intended for reading and thinking; the second, or Scientific Period, was intended for thinking and study; the third, or Explanatory Period, is intended for study and application.

The requirements for graduation at this juncture are similar to those hitherto imposed—namely, that every page be read through three times, using care to understand all that is said. The following statement should be filled out with pen and ink:

MY PRIVATE RECORD.

I began the reading of the Explanatory Period on the .....day of....., 19..., and I graduated therefrom on the.....day of.....19..., having read every part of the same three times with great care and understandingly. I am aware that it is necessary for me to have read the pages of each of the preceding stages three times with care; and that I cannot graduate from any stage until I have fulfilled all the requirements of those that precede.

[Name].....

We are now ready for

STAGE FOUR.

At the end of this *period*, after you have signed your private record, you may fill out the full page Certificate which follows. It is a good plan to have some person who is skilled in lettering to insert your name.

CERTIFICATE OF GRADUATION

M.....

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

SEAL

[*Signed*]

.....

FOURTH STAGE.

ADVISORY PERIOD.

CHAPTER X.

POSSIBILITIES.

THUS far in this volume we have outlined the general nature and trend of magnetism. We take a step nearer to the real work, by examining frankly the prospects of acquiring the art by practice.

Many years ago the author strenuously maintained that personal magnetism was a gift, that it could not be acquired by practice, and above all things could not be taught. At that time there were quite a number of distinguished men who were in professional or political life who were reputed to possess this sacred gift in a very high degree. Their success everywhere seemed to prove that they had some pre-eminently great power over men, not only in public places, but in private conversation. This power by universal consent was called by the familiar title, personal magnetism.

Nor was it observable under these circumstances alone. On social occasions a rare few displayed it. We shall never forget the evening, when at a magnificent drawing-room reception a lady swept into our midst and by a single glance of the eye, a tone of the voice, held everybody spellbound. There were able and talented geniuses present who had hitherto charmed and won homage, but her power was so simple, so irresistible and so complete, that even the brilliant men tacitly acknowledged her to be more than their peer. She

was not beautiful. Her features were neither stern nor weak. Every movement, every glance, every tone indicated something that, while it was devoid of assumption, effectually asserted a superiority of charm. It must not be said that personal magnetism belongs wholly to men.

The author still clung to his opinion that this gift could not be acquired, and in a private conversation with the lady referred to above, sought to obtain some light upon the phenomenon. It was expected that she would deny her possession of such a gift, but on the contrary she said, "I feel that I have some power over others; but a few years ago I did not have any at all."

"Do you mean to say it was not born in you?"

"It certainly was not born in me. Some years ago I was quite the opposite. I had but few friends, many enemies, and was without any influence among my fellow beings. Since then my circumstances have not changed, but I have. It was not all self-training, either."

On further conversation she told the following story:

Her sister had married a politician who was reputed to be one of the most magnetic men living. Indeed, his success and his power over men and audiences were wonderful. He was well known everywhere. She sought his confidence, and by persistent teasing obtained from him the fact that he had acquired the whole power, and by a certain kind of practice and a special rule of conduct had built up a splendid magnetic body and mind. He furthermore expressed the opinion that no person is born with it, but that many are born with tendencies that under favorable circumstances may develop it; he believed that every person could acquire it, *if he or she would.*

The author was certainly surprised.

He afterwards spent years in testing the truth of the latter remark. He formed the acquaintance of the great

men, who were called magnetic and influential over their fellow beings, and found first, that in proportion as they were great they were obliging, and this made it possible to converse with them. *Without a single exception these men asserted that the power or gift they possessed was acquired, and not born in them!*

The question next arose, shall the persons who do not possess this power be believed when they say it cannot be acquired, or shall those who possess it and *know* how they came with it, be credited?

We are sure that it *can* be acquired.

What is personal magnetism?

It is the power to control persons who come within reach of the voice, eye or touch.

Is it anything like mesmerism?

Probably nothing at all like it. Mesmerism is a deadening of nerve force and a capture of the belief of a victim. Personal magnetism on the contrary is noble, pure, lofty and sublime in its influence upon the mind of the possessor, and upon those who feel its spell. The minister who possesses it is inspired with a power almost God-like; the lawyer, who wins as Rufus Choate did nearly every jury case he ever tried, compels an admiration for himself and his cause by the ennobling influence of this gift; the actor charms; the physician gains his victory for good; the lady entices into a pleasant homage. There is always a joyous, exhilarating, fascinating feeling which is shared by both the controller as well as by the controlled, which is said not to be the case in mesmerism. More than this, it always creates in the controlled some degree of the same power over others, which mesmerism is said never to do.

The power of personal magnetism is so gentle and yet so effective that the person controlled knows nothing of the process going on, and thinks and believes that perfect free-

dom of will is his, which is probably the case, as he always wills to do as he is inclined.

The art is not speculative. There is not a single page of this book devoted to notions, whims or fancies. The plain facts are adhered to; results are aimed at; the whole object of the book is to prove what can be accomplished in the reader, not what pet theories may be advanced. Not a moment of time should be wasted in speculation.

The principle of life, or *vital-force*, is dealt with as an existing, controllable power. The heart is the mere physical engine of the body, but there is a mightier force back of it, the *spark of life*, which is fed by the three great elements:

1. Human Electricity.
2. Human Magnetism.
3. Human Fire.

The combination of these three elements produces an influence as quick in its motion as light, as thin as the universal ether, as powerful as the affinity of the world systems of the sky.

The earth is on the threshold of stupendous inventions and discoveries; the intellect of man must grasp more of the knowledge of LIFE itself, if it would keep pace with the progress going on around it. We are just learning what the spark of life is; the reader of this book will have acquired an intimate knowledge of what it is; he will learn more: he will learn that it may be controlled, built up, increased in power and intensity until it is a *giant;* and he will finally learn that it may be *used* as a giant in the great battle of life.

One of the most magnetic men the author ever met, claimed with great enthusiasm that a person ought to preserve a youthful feeling and not grow old for one hundred years. His assertion did not prove true, for *he* died at the age of eighty-two by being thrown from a carriage.

The author knows of two gentlemen of great magnetism and wonderful success in life who claim to have acquired it

all by years of private investigation into the subject, who are trying to observe a certain rule of daily conduct, in the hope that they may live to a great age. It was over twenty years ago when they first undertook the study and practice.

The present age is one of hurry and excitement, and is undoubtedly leading to "nervousness" and "nervous prostration" in an unusual degree. Into this whirl are carried the great geniuses in all the departments of life, while the "littleness" of the men and women of the middle and lower ranks is deprived of the hope of outgrowing itself. The reader need not cast about to find some illustration of this fact in others. Self-study will sufficiently prove it in every reader. You are constantly yielding to the limitations of your power.

The *vital-force* or the "spark of life" consists of three elements: Electricity, Magnetism and Fire. These are constantly being generated by the principle of existence, and in persons of normal self-control are used only as fast as produced; in persons of weak control they are wasted faster than they are generated; and in persons who rule or control others and generally win the battle of life, the nerves and brain are generally super-charged with those elements. The ability to super-charge the nerves and brain with electricity, magnetism and fire is the result aimed at in the exercises which are called the cultivation of personal magnetism, and which comprise the present volume.

CHAPTER XI.

HOW TO STUDY.

EVERY person who possesses this book should become related to it in one of two ways:

1. Either as a reader.
2. Or as a student.

Only the latter will accomplish the *full* results of the work. There are three things to do:

1. To study.
2. To think.
3. To execute.

There can be such a thing as reading that is deep and student-like; but a casual reader, who absorbs nothing, is the most superficial of all persons. Whoever reads the fewest books is apt to be the best thinker. A rapid reader cannot be a student.

A casual reading of this book will produce in the pupil no results whatever. It will be time wasted; but perhaps well wasted.

The author prefers that no person should have the custody of this book, excepting the owner, or excepting the person who is to use it. A book of study should have but one owner.

Lending and borrowing are relics of barbarism, and twin brothers of poverty and bad business methods.

Polonius, in Hamlet, says:

> "Neither a borrower nor a lender be;
> For loan oft loses both itself and friend,
> And borrowing dulls the edge of husbandry."

But a stronger reason prevails in the present instance. The purchaser of this book, or whoever studies it, should at once procure some strong but thin writing paper, and paste leaves between all the pages of this volume, in the chapters on Exercises. On these blank leaves he should keep a record of his practice and the time when it is first undertaken, the amount of time each day, and the progress made. Annotations of all kinds pertaining to the study and practice will be found beneficial and of great value to the student.

The high character of the results to be attained necessitates constant companionship of book and user, which is impossible if two friends or two members of the same family are using the same copy; and is just as inconvenient as one plate would be to two hungry people eating out of it.

The mark of a true student is in note-making. People who absorb the most, observe the most; and the noteworthy facts are preserved. This has been true of every successful man and woman who has ever lived; and a thousand instances might be cited of those who preserved in the form of notes every occurrence that had value.

You meet people every day. They meet you or others. You know what they say, and from that you judge of their motives and their attempts to influence you or others. Not a single day will pass without one or more illustrations of the power of magnetism being exerted, even in some slight degree. The really magnetic people you will not meet, for their ability has carried them to a higher plane of success, and they come across your path but seldom.

The preparatory lesson is a simple one; but, if you pursue its plan faithfully, you will agree that it is a most important one. It consists in becoming a conscious observer of every transaction between yourself and others, or between other parties in their efforts to gain advantages. Let your mind be awake to the fact that, however trivial the occurrence, one person will in some slight way control the other.

Your observations must be conscious; that is, you must say mentally, "I am watching this affair to see who appears to have the superiority." If *you* are involved, you may take it for granted that, as long as you are conscious of watching results, you will never be taken advantage of. But this consciousness must relate entirely to the question of who has the superior influence.

The following facts are preparatory principles, and embody in part a review of what has already been said.

1. The human body is a collection of individual energies.
2. These energies are adrift.
3. Life is an expression of drifting energies.
4. Drifting life involves a vast waste of energy.
5. Nature, left to drift, overflows with energy. This is seen in buds, blossoms and fruits, and in all impregnation, as well as in a thousand other facts of life.
6. Concentration collects and holds the energies of the body for some specific use; and here magnetism begins.
7. There is no limit to the power of the nerves, when directed by the will. A human being is capable of anything.
8. The muscles are but agents of the nerves.
9. The nerves are agents of the concentrated energies of the body.

Having generalized to this extent, we will proceed to the discussion of these laws as crystallized in the form of principles. In this way everything will be better understood. For the present we must be getting ready for the technical training which appears in the latter pages of this volume; yet the steps taken in getting ready are progressive and productive of results.

Mental electricity is generated by conscious attention.

This is the 251st Ralston Principle. If you allow horses to roam at will in the pasture their energies are wasted, and

their future usefulness will be abridged. If you use the muscles of the body with indifference, they will possess neither strength nor trained value in any department of action. If you permit the brain to wander about and roam at will over fields of interest, its power of concentration will be lost, and weakness follows all lack of concentration.

Loose reading takes away this ability. The knocking about of the mind in daily flights to sensations found in the papers, or the feeding of the most depraved of all mental tastes, curiosity, by pursuing items of special news, or the stimulating of the emotions by exciting novels, as well as the general habit of inattention seen in usual conversations, are quick destroyers of the highest form of vital electricity or personal magnetism. In man the mind is the engineer and the pilot. It must retain its place and its control over the vast enginery of the body, or the great craft will drift to disaster.

Conscious attention is of the highest possible value as a means of generating this best of all forms of power. It does not do all the work, nor a tenth of it, but it performs a necessary part in the development of the coveted energy. Magnetic persons are well known, and they show this faculty of fixing the whole mind upon what is transpiring. If you address such a person he gathers all his attention like so many parts of a splendid machine and lays them before you in detail. If you appeal to his sympathy it is yours; the appeal is not met by mind-wandering, drifting of the thoughts or a half-hearted response. If you seek information, it is ready if it can be supplied; and, if not, then such guidance as is possible will be tendered to you.

Magnetic persons never listen by halves. With them it is all attention or none. They show full deference, or they are unapproachable. As the art of control is chiefly the art of winning, they give no offense, yet are not sycophants.

These distinctions are important. A poor listener is almost always disliked. You know when you must struggle to hold the attention. The cat-and-dog life of some so-called friends, and of some married couples, is generally accompanied by this constant endeavor to be understood, as in the following illustration:

Husband. What did you say?

Wife. I spoke distinctly. I told you that the next day they left town and never came back. See?

H. Yes.

W. What?

H. Of course I see. They came back to town. I heard it all.

W. They never came back. You sit there looking at the ceiling, thinking of everything but what I am saying.

H. I tell you I heard you.

Another case is typical of the fashionable woman who looks you full in the face and doesn't think of anything. We will call her Mrs. B.

Mrs. A. As I was saying, the first part of the exercises continued rather too long, and we got wearied.

Mrs. B. Indeed.

Mrs. A. And we did not wish to do anything to show that we were wearied, so we remained. You understand?

Mrs. B. What? Yes. Perfectly.

Mrs. A. And we were well repaid. The most delightful time followed. We gathered much information which we would have regretted the loss of, if we had not remained. I presume you are interested in the life of R—— and the influence he has upon the world of to-day. You understand?

Mrs. B. Yes, indeed. Why, of course. Who was it you mentioned? How beautiful it must all be.

And the woman was ogling an imaginary vacuity miles and miles beyond the opposite wall.

Such persons are not only devoid of all magnetism, but are tiresome bores. To talk to a poor listener is bad enough, but to have an upturned face and empty head poised just in front of you is much more exasperating.

The power of mental concentration is acquired by steady practice. It is hard work at first, but it pays. The best of all methods is to fix the attention upon the mind and ideas of each individual who addresses you, and not allow your interest to flag a second. Even if worthless thoughts are expressed, the exercise and training are of the utmost value to you. Listening to sermons is one of the severest and yet one of the best means of learning to fix the attention.

252

Animal electricity serves only the brute creation.

This is the 252d Ralston Principle. As we have hinted in earlier pages, the power to lure other life to its death is undoubtedly bestowed by nature as a means of self-preservation. A balance is maintained by affording to each species the weapons of defense, but only against common attacks. The electric fish that charges the water with a shock which is too much for the approaching enemy, employs an instantaneous tensing action that creates the power out of the general life of the fish. The claim that it is stored away in a battery is not borne out by facts. Yet the electric fish is not always immune, for it would so multiply as to drive all others out of the ocean.

Then the ink fish, that makes the water cloudy, is likewise following a law of self-protection. The smaller fish are able to retire to nooks that cannot be reached by the larger species; yet when they venture into greater expanses of water they stand more than an equal chance of floating down the

throats of their pursuers. The birds of the air are equipped with various means of defense. Animals that live upon the earth protect themselves in peculiarly different ways. The horse has nothing but his heels with which to combat a foe; he may kick or run. Horned animals are armed at the opposite end. Then others are given teeth and tusks. The elephant has his trunk and his powerful tread. The bear hugs to kill, or breaks his opponent's back by a blow of his paw. The poisonous reptiles and insects depend upon a fatal compound that is dreaded so much as to ostracize the creatures; they are let alone. The porcupine shoots barbed quills that eat their way into the vitals of their victims. The polecat defends himself by a rank odor that is a disgrace to his kind. Moles hide so cleverly that they are rarely caught. Bats and owls are protected by the night's darkness. Tree-toads are of the color of the tree; and many species of lower life are given colors exactly like their surroundings.

Against this unending variety of self-defense we have the power of animal magnetism to lure them to their death. We cannot take the time at this place to discuss the many ways in which the power is exercised. It is commonly illustrated in the familiar habits of reptiles, birds, felines and others of stilling the resistance of their prey until they can be caught. The charm of the snake is sometimes thrown over a human being. A child has been fascinated more than once by a venomous reptile. The boa is able to put the lamb to sleep and thus approach it. A woman was once caught by the brilliant eye of a huge anaconda and held powerless until overcome. In other instances the speed and fury of the enemy are evidences of the irresistible force of animal magnetism, and in all cases this power is given by nature to take away from the victims all sensibility to pain. Suffering is entirely removed. Death is delightful in the jaws of brutes.

253

Mental electricity serves only the human species.

This is the 253d Ralston Principle. It becomes necessary to draw the line between the will or determination of brute life, and the will or determination of the mind. A physical purpose is often carried into execution through animal magnetism. The power to hypnotize, to put into a sleep or a dazed wakefulness, is part of animal magnetism.

No human being, dealing with another human being, has a right under normal conditions to deprive the other of the use of his faculties. To use animal magnetism is wrong. The victim is never so bright afterward. If the law of life compelled us to kill and devour him it would be a mercy to hypnotize him, especially if we were to commence to eat him alive. But such law belongs to the brute realm.

Imagine a man in love with a woman who was slow to give her consent to marriage, trying to win that consent from her by the act of hypnotism. What has he gained? A dead thing. Certainly not her consent. He might as well use a club to deaden her opposition as to put her into a cataleptic sleep. All this is animal magnetism, and belongs to brutes for brute purposes. Man possesses the faculty because he is an aggregate collection of vegetation, brute and human.

On the one hand the consent is given negatively by destroying the conscious mind. On the other hand, personal magnetism awakens the whole being, stimulates the heart, wins the good opinion, betters every faculty and makes the woman a more desirable companion. A hypnotized subject is a temporary corpse, even to coldness and rigidity. A magnetized person is not a subject, but a peer for the time being. Humiliation and shame give way to exaltation and pride. The man who loves a woman and who wishes her full consent, must not make her his slave, but his idol. To raise her in her own esteem, to surround her life with his own apprecia-

tion, to excite into being the charms that rest so grandly upon her nature and pay homage to them—this is magnetism. She feels her better self to have sprung into recent existence and finds it inextricably involved in his life. It is the heart-throb of the child for the parent, and of the parent for the child.

Sex influences are interchangeable, and the man who can exalt woman by his own magnetism has won her. There is no escape. Likewise the woman who can exalt man has won him. When the child is cowed by the nervous energy of the parent, it is animal magnetism; when it is brought into a state of obedience by methods that exalt its little and beautiful nature, that is magnetism. More of this power is needed in home life. The sexes are opposite poles. They are best held together by magnetism, as is explained in the larger volume, known as Man and Woman, or "The Two Sexes."[1] Magnetism is of two poles, and sex energy runs in the same divergence, each seeking the other pole while maintaining opposing natures. The study is exceedingly valuable as well as interesting.

Mental magnetism is an all-powerful tool of one's personality. It never harms another. It always helps both persons involved. It does the mind good. We have compared it with animal magnetism in order that the difference might be apparent. The latter joins well with the former so long as the mind is in control, for all the vitalities are means of additional strength to this one supreme power.

[1] "*The Two Sexes*," an extra large volume of private study, devoted to the analysis of man and woman and passional magnetism. Price, ten dollars. Ralston Publishing Company, Washington, D. C.

CHAPTER XII.

FACTS FOR GUIDANCE.

MUCH that has thus far been presented may be taken as helps to the establishing of a permanent regime whereby the power of magnetism may be rapidly acquired. It must be remembered that methods of living, of doing, of talking, of meeting others, of executing the duties of the day may go far toward creating this power. Thus the art of collecting the vital forces of the body, of concentrating their strength upon a single purpose, and of subjecting everything to this end, does not need exercises for its development, but is rather a fixed habit acquired by attention to the details of the day. It comes from a study of self, rather than by abstract practice.

It is possible to train yourself so as to make every act of life a loss to your magnetic powers, or a gain. Take for instance the development of the magnetic eye, which is the gathering of the *vital-force* when operated by the nerves of sight. The brain looks out through the pupil of the eye; it is a terrible engine of human electro-magnetism, often super-charged with energy. It is related that an ancient Greek at one time by a single glance paralyzed a strong man. The same thing might be done again. Many a person quails and flinches before the eye of another.

James E. Murdoch testified that when acting with the elder Booth he was brought to a complete standstill on the stage by a glance of the eye of that great tragedian, and was completely powerless. Mr. Murdoch states the occurrence in a book which he has published. Other actors and actresses have accomplished the same thing.

A teacher who possesses magnetism can easily subdue and control pupils, however unruly, without the use of rod or scolding or punishment of any kind.

It makes no difference how hardened a person may be. Andrew Jackson, unarmed, took into custody an armed desperado, whom the armed officers were afraid to approach. The man said he did not know why he yielded to Jackson.

A lawyer may, without brow-beating, obtain the *truth* from any witness, and sometimes, we regret to say, he may win his cases when he ought not to. Rufus Choate once said, "Give me a just case and no power on earth can cause me to lose it." This great lawyer was exceedingly magnetic, and his record shows that he won almost every jury case he tried, both good and bad. The criminals of Boston knew this, and one of their number said, "Be jabers, there's a man that can git me cleared of sthealing even wid de stholen property in me boot-legs." Choate was so feared by his fellow-lawyers that they attempted a scheme to disbar him, but it failed.

A clergyman not only may do effective pulpit and parish work, but he may readily avoid the dangers attending his social life and the many unpleasantnesses which are apt to arise in his church life.

Many a parent has controlled a child by the mere glance of the eye.

It may be asked how the eye can convey vibratory action to another person's eye. The answer is this: Light is admitted by all scientists to be vibratory. If its vibrations cease, we have total darkness. When we see anything we see some form of light. It is this form of light we see and not in reality the thing itself. The thing itself consists of surface and interior; no one pretends that we ever see the interior of a thing (unless we cut it open, in which case a new surface is created, and the interior is still beyond us); and as only the surface is visible, and all surfaces lack thickness, the visible

part is only a super-surface made by the light covering the object, which varies in color and shade by the nature of the object and its position. All shadows have some degree of reflected light.

Light, therefore, is all we see, and as light is *vibratory*, the influence from eye to eye is easily transferred.

But a deeper and a stronger power is behind the eye-energy. It is now well known that there is a universal, all-pervading ether, that is *within* all the air, all water and all solids. This ether is to our atmosphere, what air is to water, or gas to a sponge. It has waves of its own, as the sea has.

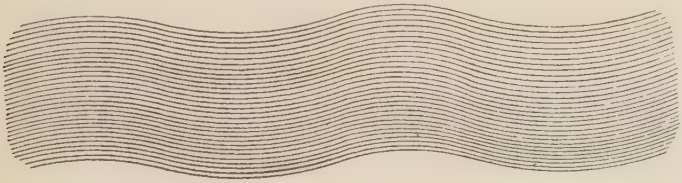

Fig. 6. A Strong Magnetic Wave.

In Figure 6 is seen a wave of ethereal ocean. It has been pictured in one of the great New York magazines; and special proofs of its mechanical force have been given. It is sufficient for this work that such a wave exists. There are three kinds of wave-seas:

1. Water.
2. Gases.
3. Ether.

By ether is meant that fine inner atmosphere that permeates a solid metal as easily as gases permeate the air. By gases we refer to every kind, including the air itself as one of them.

The water may sweep in waves from continent to continent.

The air can convey no sound that does not throw its body into waves; and we have only to imagine the air to be like the ruffled sea, in order to understand what its waves are.

So the ether is a more restless and more effectual mass of vibrations when charged with nervous influences.

In Figure 7 is seen a calmer transmission of waves across the ethereal ocean.

Fig. 7. A Calmer Magnetic Wave.

These vibrations deal with the ether in combination with some force of the body. Thus, if we grasp a person by the hand with some magnetism in the touch, we employ muscles for the flesh, nerves for the muscles, and the energy behind the nerves for the ether. If we look, the eye employs the atomic vibrations of light, and the energy behind the eye employs the ether. The double vibratory actions are best realized in the use of the magnetic voice; for the sound is conveyed by air-waves, while the magnetism is conveyed by ether-waves, both acting in harmony.

In Figure 8 is seen the ether conveying a tempestuous wave of passionate magnetism, such as we experience when we witness the Othello of the elder Salvini.

Fig. 8. A Stormy Magnetic Wave.

The law of influence is by far the most important of all. To understand it thoroughly is to grasp at once the central

thought of the whole work. What is meant by "exciting a similar or responsive state or condition of mind in the person receiving it?"

To any person understanding the principle on which the telephone conveys sound, the meaning is quite clear. Sound is vibratory; its vibrations by their variations of character produce vowels, consonants, words, qualities of voice and inflexions. If these variations of vibratory action are preserved as they are being transmitted over the wire, the exact words will be reproduced. The person speaking causes the sound variations (so fine as to be undistinguished by the ear as vibrations) to strike a movable disc, which by its motion is constantly interrupting the flow of the electrical current. These interruptions vibrate the disc at the other end of the wire. The ear placed at that end will receive the same kind of vibrations as were made to vibrate the first disc. This is an illustration of "exciting a similar condition," etc., in the person receiving it. Now, the recipient has no control whatever over the matter, especially if he is a passive recipient. He cannot by his own will-power, his thought, or his emotions make the words any different; of course he can stay away from the telephone, but in the case of magnetism there is no staying away if the eye is seen, the tone felt, or the sound heard.

To make the comparison clearer, we may say but one thing more. The vibratory action is found to be received by all within its reach, and it spends itself by transplanting in the mind of the recipient the will-energy of the giver, from which there can be no recourse.

All this, of course, presumes that the giver possesses magnetism.

CHAPTER XIII.

THE POWERS OF THE BODY.

WE will come closer to the work at hand, step by step, and chapter by chapter, until the reader will be found in the midst of it and far advanced along the highway of success. In fact it is the author's purpose to conceal from the pupil the exact stage where the development begins. The reading of ideas may result in the creation of this power. You ask how that can be. How can reading a book make a singer, a speaker, or a soldier? Of course all art must be put into practice; but a guide post may start a traveler on the right road. For instance, look at the case of a man who showed evidence of having enough vitality to base magnetism upon; but who leaked out all his energy in little motions. He was nervous and fidgety and had neither control over himself nor any one else. We told him one day that he wasted enough electricity to give two persons sufficient magnetism for successful lives.

That was enough. He caught the remark as a thunderbolt of information and acted upon it. The saying or the printing of the idea would have been the same in result. Had he read it he would probably have taken lesson by it just as well as by having heard it. The reduction of his wasting movements, of his uneasiness, his lack of nervous control, required no more time than it did to give way to them. He resolved to master himself. That was to be done by destroying every one of those little motions of hands, head, knees, feet and general body. He set about doing it. Not a minute of time was devoted to practice. When his fidgety movements had been conquered his leakage of vitality ceased. He

was soon full of vitality, of nerve force, of energy, of electricity; but not of magnetism, for he had not learned how to use the power.

He proved the wonderful value of storing up electrical vitality. He acted upon advice. An engine that makes steam with all escapes open; he was such a machine at first. Then, when he learned how to shut off the escapes, he was an engine of great power with no engineer to run it. To him the development of the most powerful and most dangerous form of personal magnetism would have been but a brief and easy step, had he taken the trouble to learn the simple process whereby it could have been accomplished.

Thus we see that reading may of itself start a person into habits that lead to the acquisition of this power. In such case the practice requires no time, for it is merely doing in a certain way the things that have to be done in any event. We come now to some important laws.

254

Mental electricity expends itself in the action of eye, voice and touch.

This is the 254th Ralston Principle. The power of the eye is greatest, for it is almost a part of the brain itself. That the voice may have mind in it is amply proved every day in every life. How a thing is said may be more important than what is said. The maiden may say to her lover, "I do not like you," in such a tone as to convey the deepest love. The man who referred to the canine pet of an old maid by saying, "That is a pretty dog," in a tone of sarcasm made her angry, for he so colored an innocent statement that it took a meaning opposite to what it would have borne if in print or writing. The mind may do anything with the voice. It often magnetizes it.

255

Personal magnetism is a concentration of the body's energies.

This is the 255th Ralston Principle. As long as the powers and faculties of the body remain scattered, no matter how strong they are they will accomplish no great purpose in life for they are not acting together. One of the most skilful and most telling of the arts of magnetic control is that which whips into line for one great end the scattered powers of the faculties. This is acquired by the mere resolution to acquire it, and by constant watchfulness over every act of the day. Soon the mind becomes an engine of tremendous force.

256

Concentrated energies act as a single whole.

This is the 256th Ralston Principle. The mind is the best engineer for this union of the multitude of powers that live within the body. Let the mental control be lost and the whole force scatters into opposing energies. A mob is dangerous to itself if there is no leading impulse directing it to some fixed end; and a rabble of twenty thousand strong men may be annihilated by a regiment of armed soldiers obeying the orders of a single officer.

Already we have suggested the tremendous results that follow the stoppage of all leakage of nervous electricity. Yet we said that the accumulation of power was not enough without the knowledge of how to use it. Now add to that result the ability to concentrate all the energies of the body to the accomplishment of a single purpose; and we have two elements of power that of themselves will elevate their possessor to the loftiest realms of influence; yet neither of them will require time from other duties or exercises for practice. They only shape the current of each day's duties, and march the details of events into more promising highways.

257

Every microscopic cell is a generator of electricity.

This is the 257th Ralston Principle. It has a value in that it tells us that we are always developing the very power which we seek. A woman wrote most energetically saying, "Oh, if I could only generate this force in my own body, I would give everything." We wrote her that she was doing it all the time. "Why, madam," we said, "you have countless millions of life cells in your body, and each one has a vital center where electrical energy is always developing, as the cells come and go." Then she asked, "What becomes of this electricity?" And we answered, "That is the question."

What, indeed, becomes of the countless millions of little throbs of electrical vitality that are born every second in your body? They disappear, dissipate, vanish away and are lost. Look into the power-house of a great electric plant. A vast amount of this energy is generated. Suppose there were wires leaking it out in hundreds of ways how much would the concern have for driving its cars or lighting the homes of the people? None at all; the fluid is wasted as fast as it is developed. Yet the engines are strong, the plant is a mighty one and the quantity of the fluid that is collected is all that could be asked for. Not until the leakage is stopped will the energy be controlled; then its usefulness will be immediately apparent. This is the story of many a human life; the vital energy is developed, wasted and lost.

To a man or woman of intelligent ambition we need not say that the two ideas already suggested are sufficient to change a life from one of failure to one of mighty successes; prevention of waste and concentration of energies. Yet while enough has been presented to make this course of training exceedingly valuable even if we were to stop here, we are but on the threshold of the work. Before we finish this volume

we will have presented a complete and thorough system of magnetic development.

258

The ganglia are storage batteries.

This is the 258th Ralston Principle. It introduces the word ganglia, which is a plural form of the Greek ganglion, or nerve cell. A microscopic flesh cell is so small that thousands of millions of them might be contained in a drop of blood no larger than that which could be held on the point of the finest cambric needle. A ganglion is a large cell, composed of gray matter and charged with electricity; not mechanical, but animal and mental electricity. Wherever in the body these cells exist there is thought. As more of them are found in the brain than elsewhere, that organ is properly called the seat of the mind; but all scientists agree that where there are ganglia there the intellect exists.

These electric cells serve the purpose of collecting enough of the generated energies of the smaller microscopic cells to carry on the functions of life. But they may be weak and helpless storage batteries, nearly empty, in which case the body and its organs are sickly; or they may be strong, full, enlarged, even super-charged batteries, in which case the body and nervous system are bright, buoyant and filled with superabundant vitality. As we have seen, the various forms of energy are co-existent and co-related; although their uses may be wide apart or may be controlled by the different purposes of the individual.

259

The nerves are electric wires.

This is the 259th Ralston Principle. We see now the facts. While natural electricity is free and at large, vegetable electricity is confined to structures that obey a blind intelli-

gence, and flesh organisms are veritable electrical machines. It is a fact that the bones are the stanch columns and supports of the body, without which there could be no strength. It is a fact that the bones are pulled in every direction possible to them by cords or muscles, whose sole office is to move the various parts of the body at will. Then comes the stranger fact that the muscles are excited to action by currents of electricity that travel along wires, just exactly as messages and energy are sent along the mechanical wires.

As these wires cannot generate, collect or hold the fluid in their own limited dimensions, they must be supplied from some means of storage, in the same way that the wires of the mechanical world are supplied (and the ganglia are cell-batteries that do nothing else but collect and hold the energy. But they do not generate it, any more than do the batteries of commerce generate their supply of the fluid.

It is not then enough that this wonderful body of flesh is a constantly active electrical machine with all the appliances known to such machinery; but the power to get the fluid and place it in the batteries is a matter of important consideration. Health of the nervous system must be sought and secured, after which the functions of generation, development and storage are to be stimulated to the highest degree necessary. Our present purpose is to show that we are made for electric and magnetic life, because we are built for no other kind of existence. The fact that we have allowed ourselves to be useless in great part in these lines of development, should not deter us from returning to the enjoyment of the powers which a kind Providence has conferred upon us.

260

Self-maintenance is the smallest duty of the human species.

This is the 260th Ralston Principle. Although it seems like a proposition in philosophy, it is really the warning cry

of this volume. When the question arises, What is the chief function of all these electrical powers of the body? We are tempted to reply that their only purpose is to sustain the life of the individual. For what is that life given? To keep the organs active, the heart beating, the lungs breathing, the digestive tract in operation, to supply thought and feeling, purpose and execution; but for what end?

When a man dies what has he accomplished if his life has been successful? He has clothed his body; but what for? So that it may be protected from the storms and cold, in order merely to exist and have the ability to get more clothing for the same circuitous purpose. He has fed the body; but what for? So that it may get strength to keep up the battle of life and thus secure more food for the same end. He has sheltered the body in a home. He has earned pleasures to give variety to his mind. He may have attained contentment and satisfaction. He may have provided for his family; but he cannot give them more than these things which we have enumerated.

When he has done all that he could have hoped to do, there comes the realization that he has not done much. (A machine that cannot do more than to keep itself going is of no value whatever. (So the best life is empty unless it can pass beyond the line of self-support and self-satisfaction.) The same faculties that serve to sustain the body's needs, are given double and triple uses. No doubt the sense of smell in its animal realm gives knowledge of the fitness of foods to be eaten; we catch the odor of tainted meat, sour milk and numberless things ere they are received into the mouth, for the nose stands sentinel just over the lips. No doubt the sense of sight is designed to espy the presence of food and materials needed for the body just as the sense of hearing is employed to lead us into the presence of life, of running

water, of animate nature where the supplies of the body are to be found.

But these are material uses only. The nose scents the delightful fragrance of flowers; things that do not grow to please the stomach or to sustain life. The eye witnesses the beauties of color and form, in flower, sky, human face and rich art. The ear is the avenue of exquisite music, sweet voices, tender tones, love and melody. Thus we see that we have other uses for these senses.

What is true of one faculty is true of another. The power of the electric system in the body serves the purposes of the life of flesh; but it has been proved and is now being proved every day that there are higher and grander uses for it. No person has a right to live for the mere renewal of the daily needs of the flesh. The vast majority of humanity will do no better or will fall far short of even this accomplishment; and it is a sad reflection that they cannot keep the machine in order that has no ambition to do more than ruin itself. They cannot perform the smallest duties assigned to the human species.

END OF STAGE FOUR.

HOW TO GRADUATE THEREFROM.

Something more than reading is required of the period that is now brought to a close. It is necessary to begin the practice of adopting and acting upon the laws and suggestions laid down. A formal use of them will be advised in later periods. The present requirements for Stage Four are two:

1. Read every page three times with the greatest care and understanding.

2. Think daily upon the principles and suggestions which are set forth. This does not mean to spend any time

in practice. There are hundreds of little moments in a day when the mind would welcome such opportunities for busying itself profitably.

The following statement should be filled out with pen and ink:

MY PRIVATE RECORD.

I began the reading of the Advisory Period on the..... day of.....19...., and I graduated therefrom on the .....day of.....19...., having read every part of the same three times with great care and understandingly. I have also given some thought each day to the principles and suggestions set forth in the period. I have fulfilled all the requirements of each and every preceding period.

[Name].....

We are now ready for

STAGE FIVE.

At the end of this *period* after you have signed your private record you may fill out the full page Certificate which follows. It is a good plan to have some person who is skilled in lettering insert your name.

CERTIFICATE OF GRADUATION

M.

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

SEAL

[*Signed*]

FIFTH STAGE.

HABITS PERIOD.

CHAPTER XIV.

ON THE RIGHT ROAD.

HERE we are in the direct line of advance in the thick of battle. A glance backward to the first chapter will show you the easy introduction to what seems a difficult undertaking for some persons. The Social Period gave you many familiar ideas without technical dryness. Then came the Scientific Period with its presentation of the subject from a student's standpoint, embodying the history of this power and its development through the centuries of investigation. The Explanatory Period came closer to the work to be done; with laws and facts in abundance to afford more help and light. The Advisory Period has just been passed, still moving onward in the work and taking the reader into the thick of the study.

This plan has been adopted with the purpose in view of producing the most speedy results in each member of the Magnetic Club. In the preceding editions of this work we have never attempted to systematize the methods of study nor to direct the reader into exact lines of procedure; but we think that both the subject-matter and the ambitious pupil are entitled to every possible consideration, and a carefully arranged plan is now set forth in the present work. No better reward can be conferred upon us than to have evidence of great progress on the part of each pupil.

The Habits Period brings us to the place where something is to be done, although the preceding stage afforded ample opportunity for putting two great laws into practice. The requirements now shift into the actual adoption of certain ways of living and certain lines of conduct toward yourself, in order that the power of magnetism may be developed the more rapidly.

These take no time. They are not exercises, but habits. Everything you do is done in some way; if it is not one way it is another. To do a thing right is no harder than to do it wrong, taking the average of everything. Nor does one way require more time than another. Thus if you find yourself giving way to feelings of irritability or becoming restless when affairs embarrass you, it takes no longer to sit, talk, walk and act calmly than it does to do the same things nervously; the wrong way produces the most disastrous results, while the right is exceedingly helpful. This is merely an illustration of what may be meant by the formation of habits that take no time either to acquire or to maintain.

261

The body is insulated.

This is the 261st Ralston Principle. It still carries the idea of the electrical machine and battery. To generate electricity and make it valuable, it should either be controlled in its escape or else stored in batteries for use at will. Anything that is insulated is capable of holding whatever of the fluid it may contain; but let it be defectively insulated and the force will ooze out and be lost, perhaps gradually.

The human body is naturally protected from the escape of its vitality when left to a state of nature. The head is the only exposed part of the general body, and nature has covered

that with a coating of hair, which is the most perfect of all insulators; and when the hair is not less than two inches long, the vitality of the brain is protected and increased.

Then the feet, which are constantly in contact with the ground in state of nature are given a horny coating caused by callousing of the surface; and this is a perfect non-conductor. The wearing of shoes is rather different, inasmuch as friction is not a factor in the development of an insulated surface. The hoofs of animals is the outgrowth of constant contact with the ground; and human feet have been known to accumulate a half inch in thickness of the horny substance, while some persons claim that even more has been developed by hard usage over rocky ground.

In a state of nature the tendency is to stimulate hair by exposing parts of the body; and some races are called hairy. In a few instances absolute baldness has been overcome and a full growth of hair secured by exposing the head to all conditions of outdoor life, in rain, snow, sun and wind; but the results are not always certain. The Ralston Club made the effort to find out if such exposure would in a majority of cases start hair to grow when the head was completely bald; and got satisfactory results in a minority of the experiments. Few persons are willing to take the chances of colds and neuralgia; and a sufficient time is rarely given to the tests.

The skin itself in normal conditions is a non-conductor. In countries where the vigor of the climate affects it, there is a tendency to a hairy growth. Air is a stimulant to the development of the horny surface of silicon that is so valuable a protector, although it is constantly sloughing off as new skin forms. The wearing of clothing is not always conducive to this condition; but everything depends upon the character of the texture and the circumstances attending its use.

262

The hair is a protector of vitality.

This is the 262d Ralston Principle. We refer to the hair of the head; but the same law applies to all parts of the body. By vitality we mean life, health, electricity and nervous vigor. It is a serious mistake for a man to have his hair cut close. It should be at least two inches long, and we recommend twice that length or even more, if convenient.

The oft made claim that long hair is conducive to magnetic development has sometimes been stretched to mean that it will actually generate the power; but this is not so. Long hair protects the body at the extremity of the head; it does not generate any electricity, but holds in what the body itself generates, provided there is no leakage elsewhere. Thin shoes, damp feet, insufficient clothing, nervous leakage, all may defeat the good that comes from a liberal supply of hair on the head; therefore do not assume that when you have secured the one advantage the victory is won.

Our advice has been for men to wear the hair from two to six inches long; never longer, never shorter, and for women to wear it as long as they can get it to grow, unless the health forbid. But this is not enough. The hair of both sexes should be kept in its best condition. It must be aired daily. In nearly all lives it is possible to have the windows open during part of every day in winter and summer. The custom of women to go bareheaded, and to arrange the hair so as to serve the purpose and appearance of a hat, has prevailed to some extent in Europe and America; and it is a most excellent habit.

We do not see why ladies and girls could not dress the hair and adorn it with ornamental combs, pins or other things that give the effect of headgear, without actually wearing hats or bonnets. The custom would be acceptable to the public as it would beautify woman. It would be better for her

nervous system, better for her brain and better for her general vitality. In severe weather she must suitably protect herself, so as to avoid colds and neuralgia. In no event wear bands or tight-fitting things about the hair. The reason will be given in the next paragraph.

Men get bald, weaken the vitality of the hair, cause disease of the scalp and do injury to their brain vigor by wearing hats that press against the scalp. No man or woman should ever do this. The circulation of the blood through every portion of the scalp is needed to supply nutrition to the roots of the hair. It is more easily interfered with than any other part of the body. If the blood cannot move freely, if it is hindered in the least degree, the roots of the hair will starve. The wearing of a hat band, or any band around the scalp or at any part of it, is one of the most pernicious habits affecting the maintenance of a good head of hair. The least pressure means loss of life to the roots, and a consequent tendency to baldness.

Men should go bareheaded as much as possible; they should not wear hats indoors, especially in their places of business; the outdoor air should be introduced into a building so that the scalp may be invigorated; and all pressure should be removed from the head. If it is necessary to be out of doors much of the time let the hat be loose, so as to avoid the tightness that cuts off the circulation of the blood.

Another matter requires attention at this place. The habit of using a comb or brush that has not been cleaned since a previous using, is the cause of nearly all forms of scalp disease. Hold the comb up to the light; do you see the collection of matter between the teeth, even though it may be slight? Take that out and place it under a microscope; it is full of disease germs; millions of them carouse in the tiniest mass. You intended to use that comb, to pass it through the hair, to allow the points to scrape into the scalp where

the flesh is tender, and to irritate the cuticle, thus allowing a fertile soil for the introduction of a dangerous foe. Pimples, sores, scabs, blotches and what-not will surely follow. The dandruff will assume a condition of disease. But the cause of it all will go unsuspected. A comb should be cleaned if you care for a good head of hair. Not only will the pressure of a hat-band or a ribbon cut off the supply of nutrition and lead to loss, but the devouring germs of disease will eat out root and all, and the hairs will topple and fall like trees torn from the ground. A pin or a thread will clean the comb; after which it should be dipped in hot carbolic soapsuds, or in strong salt water, or in listerine, borax or any good antiseptic, and then rinsed.

The hair should be exercised daily. This is best done at the time of combing, or in the morning, noon or evening. It should be well combed in four directions and repeatedly; then pulled lightly. The latter exercise is very valuable for our purpose. Pulling the hair exercises the roots; blood is called to the scalp; it come in much larger flow than usual, and that is what is most wanted; the nutrition supplies the power of growth; old roots and deserted cavities are often invigorated into starting into life again; and many desirable results follow. This applies to both sexes.

263

The skin is a protector of vitality.

This is the 263d Ralston Principle. A weak and flabby skin is a conductor of magnetism from the body, and a serious cause of its loss. The wearing of clothing, accompanied by lack of exercise, has had much to do with the breaking down of the skin. This defective condition appears in the loss of the firm cuticle which, like the hardened foot, serves as a perfect insulator.

Not only for purposes of health but for the equally good purposes of magnetic development, should the skin be exercised daily. The best way is to rub it with the hands; or, better still, to polish it in the manner so fully presented in Ralston Gardens, with ample illustrations. The next best method is to give it any invigorating exercise that you know of or can invent.

Scientists are to-day learning that the skin is fed by the nitrogen in the atmosphere, and that it may be nourished by food rubbed upon its surface; strange as this may seem. The healthier the skin the better insulator it is for the magnetic vitality of the body. The art of feeding the cuticle is somewhat extensive at the present time. The simplest method is to give it air by the removal of the clothing; but this is not so important as to supply food for it. Massageurs who have developed good forms and ample fullness from shrunken flesh and skinny conditions, have held the secret as a part of their trade. It is to feed the cuticle with lard oil; one of the most nourishing of foods. They apply it freely and rub it in well.

As magnetism produces a glow of health and exuberance in the face, you will find its warmth following the practice of bathing in corn meal water. The nutrition, acting in conjunction with the nitrogen of the atmosphere, quickly builds a surface as fine and delicate as the lightest gossamer silk, behind which the magnetic vitality is retained and insulated. Try it. The results will surprise you. It requires no extra time, for you should bathe as often as we have stated if you wish health. Here you get the best possible health of the skin, the most exquisitely beautiful complexion, and the pleasurable glow of magnetism. Try it faithfully.

264

Dampness is a destroyer of electrical vitality.

This is the 264th Ralston Principle. Wet feet, wet clothing, wet hair even, all draw electricity from the body and reduce its magnetism. In fact a few minutes of exposure to the dampness will quickly lower the vitality, and carry off the body's heat. That which is a good conductor of one may be a good conductor of the other. If you stand with clothing on in a room the temperature of which is 85 degrees, you suffer from the heat. Remove the clothing, with the body kept dry, and you do not suffer from the cold. But wet the skin and stand without clothing, and you will note how quick the heat and vitality even are conducted from the body. Raise the temperature to 90 degrees and the same results will follow. Wipe the body dry and the warmth will return.

This shows that the flesh is generating its vitality, and also shows that the latter may be drawn off faster than it is generated, leading to a severe cold and perhaps to fatal disease. When a person sits upon a brick or stone step or wall, or upon any damp place, as long as the clothing remains dry there is little danger of drawing off the vitality of the body; but let him remain a moment too long and it will be difficult to fight off the consequences. Many a death has been caught in this way. That which holds dampness or coldness is dangerous; for it acts upon the perspiration of the body, reduces it to moisture, wets the clothing and establishes a perfect conductor of vitality and electricity.

Some materials are not naturally cold, like wood, cloth and paper; while others are naturally cold like stone, brick, cement, iron, and the like. Let the latter class be ever so dry when you sit or stand upon them, their coldness will collect the moisture of the body and condense it into dampness, even if the air and locality are free from much moisture. The same thing is seen in summer when a cold surface is soon

wet; the outside of an ice-pitcher for instance. Standing on brick, stone or cold earth is very bad. The leather of the shoes is a good protector of the body as long as it is dry; but coldness soon destroys the insulating quality in the manner we have stated; and dampness adds greater danger. Nearly all cases of colds, throat troubles, lung diseases, pneumonia, consumption, pleurisy, and the like, are due to this line of indiscretions; and the hope of magnetic power can have no place in the life of one who is careless.

As long as the skin is kept dry there is no chance of a loss of vitality unless the head, feet or hands cause the escape. The wearing of rubber or oiled clothing is a protection. When the habit of living in dampness has been established, the heat centers disconnect themselves from the surface of the body in certain individuals; but it is a very risky thing to attempt when one is not used to it. Bathing in hot water is weakening for other reasons; in warm water it is not very weakening unless long continued, for the heat is not thrown off; in cold water it is in some cases very beneficial when brief and productive of a shock to the system followed by reaction. But bathers are not magnetic. Swimmers are not magnetic. We know scores of men who boast of their ice-cold baths daily; and we know them well. From a magnetic standpoint they are uninteresting to the last degree, and entirely without influence.

265

The feet should be well protected.

This is the 265th Ralston Principle. We realize that most persons prefer to wear thin shoes with very light soles on them, on the ground that they are easier to the feet. They argue that as nature intends a person to go barefooted, a very thin shoe is all the better. This is not true. If a person were to go barefooted, the contact of the feet with ground and air

would harden the skin and develop a thick hoof; but the kind of life one leads has much to do with the ability to endure such a method of going about. If not used to it the practice of walking barefooted would have many disadvantages, and death might follow a sudden change from the usual way.

It is not true that the nearer the feet are to being unshod, the nearer they are to nature. A thin shoe is sufficient to deny the skin its contact with the rough world, and it generally invites a tenderer care of the feet than if the heavier shoes were worn. The main thing is to do one thing or the other; either go barefooted and give full natural life to the feet, or else wear shoes that will serve as insulators to hold in the vitality and electricity. Slippers will not do this. Low shoes will not do it; the ankles must be covered. Thin soles are all right in warm rooms; but are all wrong on damp floors, dirt, brick, stone, or cement walks. The thicker the soles the better; but they should not be clumsy.

Even assuming that the soles are thick, it does not follow that they should be allowed to get wet, for damp leather is a conductor of vitality, of heat and of magnetism. When one goes the others go too, as a rule.

Different heights of shoes should not be worn. The best is that which covers the ankles well. The same height should be adopted at all times; even if you wear several pairs of shoes in a day. If you prefer slippers, they should be worn to the exclusion of other kinds; but slipper-wearers never have much vitality. If you wear shoes that cover the ankle, it is not safe to wear slippers at all; for the high uppers protect the skin, shut it out from contact with the air, weaken its vigor and leave it tenderer than if it had been exposed. Then, when slippers are put on, the unprotected part is exposed and colds follow. That people are unconscious of the cause of such malady was proved by a number of experiments in which we advised that slippers be discarded altogether, resulting in

freedom from colds where every effort had previously been made to avert them but without success.

266

The clothing should insulate the body.

This is the 266th Ralston Principle. It has already been seen that damp feet and damp clothes will quickly act as conductors of heat, vitality and magnetism, and lead to dangerous if not fatal results. For many centuries this phenomenon went unexplained. No one seemed to understand how the presence of moisture could carry away the life of the body. When the study of electricity disclosed the fact that water was one of its best conductors, and dampness almost as good, the reason why the vitality of the flesh was drawn off became apparent. Nature with its marvelous wisdom always sets up reactions in the effort to save life; so when the clothing has been wet the skin becomes feverish dry and acts as an instantaneous insulator.

It has been learned that if wet clothing be removed at once very little injury results; or if it be worn until the fever of the body has dried the clothing a perfect insulation is obtained; but if it be removed before it is dried and not at once after being wet, a severe cold follows, and even death has been the fate. It is important to know these facts.

In the making and saving of mechanical electricity silk has been found to be an important factor, owing to its insulating qualities. In human life the same thing is true. Any animal fibre is a protector of the body, like wool, which is the covering of sheep; hair, which has already been amply discussed; and silk which is the fibre from the silk-worm. Next in value is linen, and least of all is cotton; both from the vegetable kingdom. Leather is from the animal kingdom and is therefore valuable.

The underclothing may be all wool, if thin and not too irritating; or it may be cotton or linen, with a very thin silk garment worn next to the skin; the thinner the better, if cotton is used for the second garment. In other words cotton should be kept from contact with the skin if possible. Silk is the best; but it may be very thin; as thickness has but little to do with its quality as a protector of the body's heat and electricity. It has been proved that thin silk underwear is more warming than three times its thickness in cotton. The ribbed silk is better for many reasons. We, therefore, suggest the following:

1. Get light weight silk underwear and stockings if you can afford the cost; without doubling the underwear.

2. If you wish to save expense get very thin silk underwear, and double it; that is, wear other underwear of cotton or merino, with the silk next to the skin.

3. Get medium weight wool stockings with No. 2, or wool and cotton mixed, in case you cannot afford silk.

4. If the silk is beyond your reach get such weight of all-wool underwear as you can afford.

267

Outward cold invites the generation of vital-electricity.

This is the 267th Ralston Principle. When the heat of the body is being generated within it must find escape in normal measure without. This is because its accumulation will check further generation, and life will become sluggish. Where there is the greatest contrast between the outward and the inward temperatures of the body, there is the greatest vitality, up to a certain point. Life is necessarily the most active for its essential process is most vigorous. We advise the decrease of the heat of a room, and the increase of the clothing, in the manner stated in an earlier period of this

volume. But it must not be forgotten that the temperature of the body itself must be maintained.

Thin clothing in a warm room is not so beneficial as heavier clothing in a cool room. In the former case the heat is produced from without, thus lowering the action of the body's own functions; in the other case the heat is produced within where the best vigor requires it to be generated. Warming the body from without decreases its electricity; warming it from within increases it. Hot weather and hot climates are detrimental to the development of this power. Summer enervates the system; and if it were prolonged and were not followed by a severe winter, few persons would be able to carry on the work of advancing civilization. We would be weak and effeminate.

268

Excessive cold retards the development of electricity.

This is the 268th Ralston Principle. We have just seen that cold is a valuable aid to the generation of this power provided it remains on the outside of the body. When it enters the flesh, the results are the opposite. A chill is always destructive of vitality, and sometimes is the harbinger of death from such loss. To be chilly is also injurious.

Laying aside the consideration of the inward coldness, we come to the fact that when life is a hard battle to keep warm there can be no magnetism. The Esquimaux are able to keep from freezing, they even maintain a living temperature in the body, but they are utterly devoid of magnetism for all the vitality is spent in the one effort to keep warm. There is no surplus for the mind and nerves.

It is unwise to go to parts of the country in winter that present a temperature too much in contrast with that which the body has been accustomed to from youth. It is unwise to go out driving on a very cold day and allow the animal

heat to escape to such an extent that the blood or the flesh becomes cold. A week of care will not undo the mischief from a standpoint of magnetic study. Brief drives on cold days may not chill the body. Let them come to an end in time to prevent that result. Intelligent management will do all things about right. A brisk, quick walk in a crisp atmosphere is better than all else.

269

Sunlight up to the point of resistance is vitalizing.

This is the 269th Ralston Principle. The fact that the earth comes from the sun and that all its energies are fed by this daily supply, should lead us into a closer relationship with this orb. We can no more live without the sun than the fish can exist without water. We are as dependent upon it as the babe just born is dependent upon other's care.

Like food, like air, like warmth, the sun is a necessity; except that it supplies not only itself to us but all other necessities besides. All things owe all things to the sun. No plant can grow without it; not a spear of grass can lift its leaf from the soil. No bird can fly, no animal move, no man breathe, except with the power that comes from the sun. Not a muscle is capable of the slightest action without the direct aid of this father of all influence. The heart owes to the same source its power to beat.

A room in which the sun has not shone is unfit to live in or to sleep in. It should not be occupied for either purpose. Those who are compelled to use such a room should get as much outdoor air and sunlight as possible. To be all day in a room wherein the sun shines constantly, is the best safeguard against ill health, nervous prostration and mental exhaustion. Insanity is the natural end of sunless lives. Men and women who have occupied the darker rooms of houses have fallen victims to this taint; and, on the other hand, those

who formed a close partnership with the sun have rarely if ever suffered from this line of maladies.

As the plant is solely dependent upon sunlight for its growth in vitality, so human life is as much a creature of absolute helplessness. The brightness of the eye, the clearness of the complexion, the firmness of the heart-beat, the power of the mind, and the energy of all organic operations are fruits of sunshine. Cloudy days depress us; but rain is magnetizing, for each drop is a globe of sun-energy. Bright days are pleasing if we get some of the light into our systems.

What do we advise?

Get a house where the sunshine enters the living rooms between September and April; or live in the sunny rooms during the darker and colder part of the year. Be sure that the sleeping rooms are sun-lit on all clear days in those months. The rest of the year, avoid damp and shaded rooms; although the need of sunshine is less. It is better to have some sun even on hot days in summer.

Get out of doors, or sit at windows where the sun shines and let some of it strike the face in cold days, avoiding the extreme referred to under the next principle.

270

Sunlight beyond the point of resistance is injurious.

This is the 270th Ralston Principle. Extremes are always hazardous. Heat is needed to support life, but too much is injurious. Cold has its value, and is necessary if certain degrees of vitality are to be reached; yet it may drive life out of the body if too severe. Darkness has no value. Heat and cold are opposites, yet are instruments in the attainment of health; one is life, the other is a stimulus to life. But darkness has no stimulating effect, for its opposite is not born within the body and is not called forth by absence.

The heat of summer almost invariably passes beyond the point of resistance and does some injury. It is now a problem how far the excess may be tempered. Some suggest that brick or stone houses be built in place of wooden structures, for they are cooler; but they may be too expensive. The lower rooms of a three or four-story building are rarely too warm in the summer time, unless all the doors and windows are thrown open. It is possible to secure sufficient air and not let in the torrid heat. Upper stories are always too warm in the extreme weather of summer; they are not best for living or sleeping purposes.

The vitality of an intense sun is sufficiently felt in the shade. Where there is light there is energy of light in this time of the year. Where there is brightness there is refracted sunshine. While the winter sun may be directly absorbed, that of summer should be received indirectly. In other words, get in the sun in cold weather, and get out of it in warm weather. The point of resistance is that degree of temperature where the body refuses to absorb the vitality, and the nerves are pained by its excess.

We have been experimenting with electricity as a means of supplying a substitute for the sun's beams. The author writes at night, often all night, in a room where there are eleven incandescent electric lamps, each of thirty-two candle power, or a total of 352 candles, burning just above his head. A stranger coming into the room exclaims, "Oh, what an intensely bright place! The light hurts my eyes." It might hurt the eyes if it were allowed to fall into them; but we do not look at them, nor do we glance into the face of the sun. The light is not so great as that of the day, in the very same room, after the southern sun has passed by. All the combined lights of earth, all the fires, all the electricity united in millions times millions of lamps could not equal the sunshine, for the greater includes the less.

In a number of other instances we have obtained confirmation of our theory here, that the brain, the nerves and the general vitality are stimulated by electric lights. It is not a case of the substitution of the artificial for the real, for all light is part of the great sun itself. Nor is it a case of furnishing actual electricity to the body; the most that can be said of it is that it is a part of the day. Its heat is less than that of gas or oil, and it does not burn the oxygen of the air as gas and oil do, thus depriving the lungs of needed nutrition. We are coming to believe in electric light baths, but will say frankly that the most important of the experiments are yet to be made and will be reported to our members.

271

The chemical action of the body generates electricity.

This is the 271st Ralston Principle. In perfect health there is a perfect balance between the alkali and the acid of the body. Some authorities on the subject make the claim that this counter-influence of directly opposing conditions is kept up for no other purpose than to generate electricity. When the balance is disturbed sickness or indisposition follows; the mouth, the stomach, the fluids generally are either too acid or too alkaline. If too acid, then medicines are given to counteract the condition; and they are alkaline medicines. If, on the other hand, there is a tendency to the alkaline, then acids are given to restore the balance. It is for this reason chiefly that the doctor looks at the tongue.

The saliva of the mouth is ordinarily called alkaline. The gastric juices of the stomach are acid. Neither should be excessive. Some physiologists refer to the saliva as acid, because it runs so closely to the line at times that it can only be said to be evenly balanced. When the stomach is too acid, lime, magnesia, or some other alkali is given. When milk turns to acid in the stomach, this is corrected by adding

lime to it. When the mouth is too alkaline a resort to acid is made. In the best of health these two sources of chemical vitality are evenly balanced. On the other hand, it must be understood that while the saliva of the mouth has a distinct tendency to keep in poise, it produces a clearly alkaline result upon food; and the juices of the stomach, which must not show an excess either way, are given the function to produce chemical acids during digestion. The more these two processes come together the better will be the health, the easier the digestion and the greater the vitality of the whole body and all its parts.

We have little or no control over the juices of the stomach. They flow in of themselves and the food is acted upon by involuntary movements. Hence the stomach is generally too acid, the digestion is imperfect, eructations, gases, fermentations and loss of food value follow. Then the doctor prescribes chemical alkalis, the tender membranous lining of the stomach is injured, and dangers are created. The very alkali that the stomach needs in a natural shape is given it in an unnatural condition in the form of medicines, and the only means of getting it is denied, for the saliva is not mixed with the food that is swallowed.

Of all the facts that bear upon the question of health, none is more important than this: the saliva yields that perfect alkaline condition that the stomach requires. Yet all persons swallow their food unsalivated. The priceless boon of perfect digestion is ignored, and because the food passes on without producing distress, the conclusion is drawn that it has been thoroughly digested. Years are required to convince people of this error. They do not know the meaning of the blotched face. They are willing to accept the fact as a fact, for they know it to be such, but they go on bolting their meals, washing down their solids unmasticated, and taking poisonous medicines to correct the evil.

Our position is acknowledged as the only correct one in this matter. It is this: take time in eating all foods, especially solids, and more especially starches and grains. By continued mastication with the teeth the saliva almost completely digests them; so that when they enter the stomach they are ready to receive the acid influences of the gastric juices there and pass into the great fund of bodily nutrition. Without this care, they will yield but little real value to the system. Starchy foods unmixed with saliva are never digested in the stomach.

Best of all, when nature's plain requirements are met, the opposing chemical conditions by their union and their balance produce a constant flow of electricity which vitalizes every part of the body.

END OF STAGE FIVE.

HOW TO GRADUATE THEREFROM.

In order to consider yourself a graduate from this period the following requirements are to be met:

1. Read three times every page of the entire period, using the greatest care to understand everything.

2. Think daily upon the principles and suggestions which abound in the pages of the period.

3. Gradually begin to adopt the principle, using the directions as the guide to each step to be taken. When they have become fixed habits, which should not require much time, then fill out the following statement:

MY PRIVATE RECORD.

I began the reading of the Habits Period on the..... day of....., 19..., and I graduated therefrom on the.....day of....., 19..., having fulfilled all the requirements set forth.

[Name].....

At the end of this *period*, after you have signed your private record, you may fill out the full-page Certificate which follows. It is a good plan to have some person who is skilled in lettering to insert your name.

We are now ready for

STAGE SIX.

NOTE.—It must always be borne in mind that each preceding stage is to be thoroughly mastered by itself in advance of attempting to take up the study of any subsequent period. The training is arranged with that end in view. Of course, when one period has been passed it need not be taken up again after the record of graduation has been signed. You should sign your name in ink, so that it may not be erased. This book and your record will some day be examined, and all requirements must be fully met.

CERTIFICATE OF GRADUATION

A_____

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

SEAL

[*Signed*]

_____

STAGE SIX.

REPOSE PERIOD.

CHAPTER XV.

SELF-MASTERY.

HE who would conquer mankind must be his own master. Poor humanity is so easily blown about by the winds of the hour that the nerves are fragile bunches of trembling reeds, starting at every sound and jumping at every jar. The great machinery of the body, mechanical and electrical, racks like a decrepit engine, instead of moving steadily and smoothly in its action.

Important as are all the stages preceding this, we are entering upon the most valuable and the most beautiful of them all. There is so much to say and so many directions to give, that we hardly know how to commence. Every part of the present period is freighted with possibilities for rapid improvement and immediate development of personal magnetism. In the past the method of practice has placed this line of work at or too near the beginning of the study; and experience has shown that there are other things that should precede. The order now given in this book is the best. To hasten too soon into the work of repose is a loss of time.

By repose is meant control of every movement of the body, the mind and the emotions. We do not mean sleep, idleness or inaction of any kind; but control of all action. A statue is in repose when it stands, sits, rides or assumes the position given it; and the idea of sleep need not be present.

It is not in repose when it rocks, staggers, tips or falls; and, lying on the ground out of position, it would not be regarded as in repose. Therefore you will note that we use the word repose in a special sense. By it we do not mean sleep, death or idleness; but an engine full of energy that is used only as needed.

272

Magnetic repose is the controlled use of the vital energies.

This is the 272d Ralston Principle. If you will watch a locomotive that is ready to haul a train from the station you will see a mass of metal capable of great undertakings. The power it is to use had to be generated. It is waiting for action. How much of its accumulated energy do you think would be required to lift a lever and scratch its smokestack every other minute; or to wiggle its pony wheel as you wiggle your toe, or to sway from one side to the other; or shake its cowcatcher; or get up and sit down a dozen times in ten minutes; or work its eccentric rod all over its body; all to no purpose except to give vent to the vitality within?

The vital engines are the forces of life including magnetism and all that it depends upon. They are the powers that keep the functions active and the faculties supplied with vigor. The surplus of vitality is always an aid to the generation of magnetism.

273

Leakage is the loss of vital energy.

This is the 273d Ralston Principle. Loss by defective insulation is called escape, as it draws from the body its stored animal vigor. Loss by bad habits is called leakage, for it allows the vitality to ooze out in little breaks that occur only when the habits manifest themselves. This principle is the counterpart of the one that precedes it. When leakage ceases, the result is magnetic repose, if the energies are active. When

they are inactive the result is stupidity. Thus we see that stillness is not always evidence of control.

It must be constantly borne in mind that the human body is an electric battery of no ordinary degree, and may be made one of mighty force; that as Faraday once said, a grain of water contains latent electricity enough to generate a thunder storm, so every particle of the body is charged with this agent; that the principle of life is constantly generating it, and by the action of the will it may be made dynamic and then magnetic; and finally, that the magnetic force of the body, which all persons possess, is constantly passing away, oozing away, or in a better and more homely term, *leaking*.

Many persons will possess much more magnetic force if they stop the leaks of their body. This word leak refers to a passing out and away from one's control of this power into an ether or inner atmosphere, which pervades everything, not only the air of the earth, but the realms of space, where no air exists. This ether by its vibratory activity will readily carry a magnetic impulse as swiftly as lightning travels the clouds.

In the thousands of experiments which the author has made to substantiate the truth of the tests employed in this chapter, it has uniformly appeared that the magnetic force of the body is lost in any of the following ways:

1. Sudden starts.
2. Sudden stops.
3. Angular or sharp turns.
4. Shaking or trembling.
5. Unsteadiness.
6. Strained positions.

It will be seen that water cannot stay upon the hand if a quick motion is given the hand in starting. Place some beans carefully poised on the back of the right hand, so easily moved that any suddenness of motion will dislodge them. If

the hand commences to move quickly the beans will fall; and they will likewise fall if the hand stops suddenly.

The magnetic force of the body is even more delicate. Every sudden start, however slight, throws off this valuable influence, and a sudden stop is equally bad.

To carry out the illustration farther with the beans, which in fact are not so delicately poised as the magnetic force, let the hand commence a movement, and instead of suddenly stopping, turn sharply; this will dislodge the beans. So by shaking or trembling it would be an easy matter to throw off water or any other substance from the hand or body, as the dog shakes himself dry.

The fifth cause, "Unsteadiness," is the most serious wasting agent of magnetic force known. Persons who are said to have unsteady nerves, or those who cannot perfectly control every motion of the body, even in the most delicate undertakings, are the greatest leakers of magnetic force. It is oozing out every moment of their waking hours and nearly all the time during sleep. From sunrise to sunset, leak, leak, leak!

A principle of great importance is involved here. The proposition is this:

1. The principle of life generates magnetic force in normal quantities.

2. "Internal Energy" generates it in great quantities, and super-charges the nerves and brain.

3. Persons of normal self-control use it only as fast as it is generated.

4. Persons who leak, or *leakers*, waste it much faster than it generates, and this causes temporary exhaustion or very tired feelings; and every unusual exertion in business, or in thinking, causes great weariness. Such persons are unfitted for great undertakings in life, while this leak is going on. They attribute it to ill-health and swallow bottles of medicine, when no medicine will reach the difficulty.

5. "Internal Energy" supplies the magnetic force as fast as it can possibly be used.

6. Leakers have no Internal Energy, and consequently cannot supply the waste.

7. All persons are *leakers* (unless trained).

8. Leakers must, therefore, check the waste; WHICH IS THE WORK OF THIS CHAPTER.

9. They then have normal self-control.

10. The next step will be to develop "Internal Energy." When this is accomplished, the final process is to acquire the permanent use of it. While all these processes are going on the pupil is growing healthier, heartier, more manly and more womanly in a physical sense; the nerves and brains are reaching a state of vigor that can be attained in no other way; and existence at once assumes a loftier bearing suggestive of the old time belief that humanity has kinship with the angels.

DEFINITIONS.

Owing to the fact that we will make use of terms from time to time that have special application in this study, we present herewith a list of definitions for the guidance of our readers:

1. "*Cultivation of Personal Magnetism.*" A series of Exercises and Regulations whereby the nerves are made subject to the will, and are then super-charged with magnetic power.

2. "*Negative Exercises.*" That portion of the exercises set apart for the special purpose of removing nervous defects and tendencies.

3. "*Positive Exercises.*" That portion of the exercises set apart for the special purpose of super-charging the nervous system with magnetism.

4. "*Regime.*" The daily conduct of the pupil.

5. "*Internal Energy.*" A certain power within, which is able to direct the magnetic forces outward.

6. *"External Energy."* The mere muscular action of the body, which, when not acting in unison with Internal Energy, wastes the *nerve-force.*

7. *"Nerve-Force."* An electro-magnetic influence of a vibrating character, generated by the principle of life, and usually wasted at the surface of the body, but capable of traveling great distances and controlling any form of life which can hear, see or feel; and more especially the human race. When so used it is popularly called "Personal Magnetism."

8. *"Nervousness."* The action of the *vital-force* moving without command from the will, or contrary to the will.

9. *"Nervous Prostration."* The exhaustion of the *vital-force,* or an inability to generate a sufficient amount to supply the waste. It is well to distinguish between this malady and nervousness. The former is, of course, the outgrowth of the latter. While the *nerve-force* is in good supply, but erratic in its action, it is called "nervousness." In persons suffering from prostration there is generally no erratic action, as the vitality is too weak.

This exhaustion robs the blood circulation of its tone or health.

It weakens the bones by making them like the bones of dead people.

It weakens the stomach.

It destroys the tone of the cuticle and skin by the deadening of weak fibres.

It weakens the hearing by causing part of the sounds to be obscured.

It weakens the sight and causes films or small specs to move in front of the eyes.

It weakens the mind and often leads to insanity by the exhaustion of the *nerve-force.*

Nervous prostration and the tendency to it may be cured by the exercises of this book.

Medicine never yet cured or prevented a case of nervous prostration.

Persons who do not care to cultivate magnetism may simply devote themselves to the "Negative Exercises" in the lessons to follow, and they will thereby obtain benefits to the nervous system that can be procured in no other way.

10. "*Voluntary Muscles.*" Those that may be moved in obedience to the will.

11. "*Involuntary Muscles.*" Those over which the will has little or no control, moving in obedience to the laws of life. Their action being directed by nature no loss of nerve-force occurs.

12. "*Straight Lines.*" Imaginary lines in the air through which the *extremes* of the body pass in making movements.

13. "*Extremes.*" Any part of the body from which, *by shaking*, water could be thrown, as the fingers, elbows, head, feet, knees and others.

14. "*Angles.*" Sharp turns made in any movement.

15. "*Circles.*" Imaginary rings made in any movement.

16. "*Curves.*" Parts of circles.

17. "*Leakage.*" The out-flow of *nerve-force* from any one or more of the *extremes* of the body. This outflow is caused by constant small motions which are unperceived by the person making them, but which in a few hours will throw off great quantities of vitality into the air, which if retained, would have been converted into magnetism. *Leakage* always occurs without *Internal Energy*. The latter power is capable of being developed so as to supply an unlimited quantity of *nerve-force.*

18. "*Leaker.*" A person whose waste vitality has not been checked by training. Everybody who has not passed through the Negative Exercises of this book is a *leaker.*

274

Quick voluntary motions magnetize.

This is the 274th Ralston Principle. We have inserted it here out of its true place in our progressive course; but as mistakes so often arise from misunderstanding its real meaning. There is no other part of the study in which it can so well be considered. A full and exact comparison with its opposing law is most necessary at this juncture, so we bring them close together.

275

Quick involuntary motions demagnetize.

This is the 275th Ralston Principle, and the opposite of that just given.

Perhaps it might be as well to say that when a quick movement is not directed by the will power acting in conjunction with the internal energy, it leads to loss; it is leakage, and it demagnetizes as well. Here are some examples:

1. A person sits in a room reading. A knock is heard on the door. The person who is reading gives a start of the hands perhaps. The vitality of the body is induced to pass out of the hands by this motion; and a sensation of weakness at once follows. It may be called fright; the proper term is that it is a start. Enough experiments have been made to satisfy the investigator that the weakness would not have followed had the quick motion been omitted. That is, the same start of the mind in the form of surprise would not have demagnetized the body. Starts and losses occur:

a. At the finger tips.
b. At the hands.
c. At the elbows.
d. At the shoulders.

e. At the head.
f. At the knees.
g. At the feet.
h. At the hips.

We have seen nervous persons give way in all these movements; and they are consequently very weak in magnetic vitality.

We have seen the same persons overcome the bad habits, learn to control every movement, and soon acquire a marvelous degree of magnetism. We shall speak of some of these cases later on.

2. A person sits in a hall or church; some one drops a book; the former gives a general start of the whole body, sighs, leans back and suffers from the weakness engendered. In that one motion of the body a great volume of magnetic vitality leaped forth.

3. A person is walking upon the street; a friend comes up from behind and slaps him on the back; he jumps, catches his breath, turns pale, and is soon himself again, but weaker.

4. A woman thinks she sees a mouse in the room. With one involuntary recoil she shrinks backward. The magnetism so lost will not easily return in a week.

5. Something occurs to attract the attention. A jump is made from the chair to the feet. Vitality is lost.

6. A touch of the finger against something hot causes a sudden movement of the arm and upper body backward. Life is thrown off in such action.

We might cite thousands of cases, all of which depend upon the element of suddenness resulting from whatever may startle. Is it possible to conquer such tendencies? Yes, there is no person of a reasonable degree of intelligence who will not become supreme monarch of himself if he sets out to do so and has a system of training to guide him to success. Who is more nervous than a very nervous woman?

A Mrs. Brown was walking in her home one evening, having got into her night attire ready for bed. A lady relative of about her age was in another room similarly attired; she followed after Mrs. Brown, making no sound whatever, came up to her and laid her hand upon her cousin's shoulder. Mrs. Brown gave a start that took her a half rod before she stopped. She collapsed with weakness. A year later the same thing occurred again, except that her husband was the offender. He came up behind her with noiseless steps and laid his hand upon hers, thinking that she knew he was there. She was even more startled than before and became weaker.

Under the advice of her physician, who was a student of our system of magnetism, Mrs. Brown took up the study of self-mastery. In three months she conquered her great fault. One night after twelve she arose from her bed in the dark and proceeded to get a drink of water in an adjoining room. Her husband was awakened, got up, followed her noiselessly and they met in the dark. Mrs. Brown writes as follows: "I did not know he was awake. I had no idea that he was coming into the room. His hand was outstretched as if feeling his way along in the dark. It was a cold hand and lay itself on my face. I was as much surprised as if I had been touched by a corpse fresh from the grave. A year before I would have screamed, jumped and no doubt fallen into a dead faint. Since I began the study of magnetism I have learned to hold my nervous system as solid as a rock. I have schooled myself against everything." Her case is cited as one of a large number of persons who have acquired the much-coveted one of self-mastery.

The very same movements that demagnetize when made involuntarily, will develop magnetism if done under the control of the will or if accompanied by the internal energy.

CHAPTER XVI.

NERVOUS LEAKAGE.

"Nervousness" Shown by the Movements of the Body.

WITH TEN EXERCISES FOR STOPPING THE LEAKAGE OF HUMAN VITALITY.

IT is said that a "nervous" person is restless in the whole or some part of the body. Irritable movements are the detectives of this malady. These movements show an inability to control the leakage that is constantly going on in the *vital-force*.

There are many persons who, when advised to *sit still*, cannot do so; it makes them feel still more irritable, or, as some people express it, as though they would "fly" if they try to subdue all motion at once.

It would be well for such persons, before trying to perform any of the "Dead-Still Exercises," to first attempt to turn the nervous motions into curves and slow circles.

The principle involved in this simple statement is clearly seen; suddenness of motion in starting, stopping or turning is very exhaustive, but the same movements turned into curves and slow circles will not only produce no appreciable exhaustion, but will soothe and calm the most irritable and "nervous" person.

The author has seen the sweetest sleep induced by moving the hand very slowly in a slight curve, or what is called a section of the arc of a very large circle; and this where sleeplessness or insomnia had threatened the patient with insanity. The value of all the exercises to be stated in this chapter cannot be too highly appreciated; they will completely cure sleeplessness if followed by a persistent practice

of the "Dead-Still Exercises" and combined with the Lessons in Deep Breathing.

It is an interesting experiment, often made by the author, to inaugurate a "habit" of nervous motion in a person. For instance, a man who was considered free from the malady was requested to drum on the table or at the side of his chair as often as he could think to do so. He followed the practice for *eight days* and developed a *habit of drumming* that he found impossible to shake off. He would drum when he was not thinking. It not only annoyed him, but made those around him "nervous," thus proving the theory of the transmission of magnetic and nervous influences.

The energy of Personal Magnetism is as easily felt by the person receiving it as the annoyance or irritation of a process of nervous exhaustion going on in one person is felt in another. On this principle a fidgety or jerky speaker irritates his audience; a similarly constituted person ostracizes himself from the good feeling of his fellow-beings, repelling instead of charming.

A person who has no leakage going on is sure to win favor everywhere; and for a stronger reason, a person who, in addition to a freedom from leakage, possesses a decided affirmative power of super-charging his system with magnetic force, can *compel* the favor of his audiences and his fellow-beings everywhere.

This principle we must continually keep before our readers and pupils so they may know why certain exercises and movements are necessary to be mastered before the *chief work* can be reached.

EXERCISES FOR TURNING LEAKAGE-MOVEMENTS INTO CURVES AND SLOW CIRCLES.

Exercise I. THE SWINGING LEG. This is a bad and entirely inexcusable habit. Almost everybody who is ad-

dicted to it is unconscious of it. A clergyman, who did it so much as to annoy others, was told of it. He replied: "Why, my dear sir, you are entirely mistaken. I have not moved my leg at all." This same clergyman was so "nervous" in the pulpit that his usefulness was destroyed.

Voice is merely nerve-power expanding itself, and every leaking movement destroys the magnetic influence of the tones. Such a clergyman could not expect to win converts.

For Practice. Once every hour devote a minute of your time to a careful watching of your movements; also ask some friend to call your attention at the time to any motion of the leg. Instead of trying to correct the habit by relying too much on the "Dead-Still Exercises," endeavor to turn the bad habit into a good one. This in time will entirely supplant the old one.

Most "nervous" motions are made in straight lines back and forth or in angles, and the speed is rhythmical coinciding with some count of the pulse. Whenever you find the leg swinging, do not stop it short, but turn its motion into a circle or curve, making the movement very slow indeed, and smooth, coming to a standstill after a few circles. If this produces sleepiness it proves that exhaustion of the *vital-force* had gone too far before it was checked. When a *leakage* is stopped natural rest follows; but while a *leakage* is taking place a constant supply from the principle of life must be going on in order to keep up the *leakage*. This causes wakefulness.

Exercise II. The Swinging Foot. This is a motion in straight lines, right and left, or in straight lines, up and down, of the foot *alone*, hinging itself at the ankle; whereas the swinging leg hinges itself at the knee, and there is no separate swinging of the foot. This is probably more exhaustive than the swinging leg. To cure it, it is better to change the habit into slow circles.

For Practice. Whenever you are told or in any way become aware of the habit, try to make the front part of the foot move in a very slow circle, tapering off into rest; the heel part of the foot should have no motion except the hinging at the ankle.

Exercise III. The Moving Heel. This is a bad habit of moving the heels up and down while the toes remain on the floor. The leg rises and falls as in the case of a father or mother holding a child on the knee and "dancing" it, as it is sometimes called, by a "jogging" motion. It is exhaustive. It must be cured.

Practice. Change the up-and-down motion to one of a circling nature, slowly ceasing altogether in about a minute.

Exercise IV. Drumming. The little movements at the ends of the fingers or toes give off more vital power than all the rest of the body combined. These once controlled, the remainer of the victory is easy. He that ruleth himself is greater than he that conquereth a city. To be able to rule one's *nerve-force* includes all other modes of self-control, for all the sins of humanity may be chargeable to *leakage* of Magnetic power through "nervousness." This is a broad statement, but it can be easily proved.

It is well to have some friend tell you when you drum, for you can rarely detect it in yourself.

Drumming consists of working the fingers up and down in straight lines, and tapping some substance with the tips. An excessively "nervous" person adds to this what small boys call the "bass accompaniment," by striking rhythmical blows with wrist at proper intervals. Very rapid drumming with the finger-tips alone also indicates excessive nervousness. How many people are guilty of it, and how few know it!

Practice. When you are aware of your drumming, make an effort to move the fingers, one at a time, in small circles, the wrist to be perfectly still. Commence with the little finger, describing with the point an imaginary circle in the air; then take the others in turn. It will seem almost impossible to move the second and third fingers in circles, but constant effort will bring about the desired result.

Do not allow one finger to touch the other in its circle.

Do not allow any other finger to move excepting the one you are directing.

Make each circle very slowly and gradually taper off into rest.

Avoid any jerk or halt in the sweep of the finger.

It will be necessary to practice some before all the foregoing directions regarding the fingers can be obeyed, but a person who is very graceful in the use of the fingers will be able to perform them more easily.

Exercise V. Elbow Movements. A jerk at the elbow is a sure indication of "nervousness."

It may be either outward or inward, forward or backward.

Practice. Move the elbow very slowly in a slight curve, forward and backward, with as smooth a motion as possible. Then try the same outward and inward. Halting and jerking will be the main difficulties to overcome in an exceedingly slow motion.

Exercise VI. Head Movements. These are often accompaniments of the great malady.

Practice. Slowly move the head downward in front several times in very slight curves, with a very smooth action.

Then move the head right oblique front several times in the same way; then left oblique likewise. If the action is very smooth and not jerky, it will produce sleepiness in

a few minutes in all persons who are "nervous," or whose vitality leaks away unnoticed.

Exercise VII. Facial Movements. These not only indicate "nervousness," but also the St. Vitus's Dance, which is merely a violent outflow of *vital-force*, uncontrolled. The "Dead-Still Exercises" of another period will do more to overcome this trouble than anything else, for they require the eyes to be still as well as the eyelids, and if these are immovable the face will remain so. Avoid moving the tongue in the mouth against the teeth or lips. This organ should be still.

Practice. Open the mouth by lowering the jaw very slowly, without jerks or halts; then close it in the same way.

Practice. Move the entire face into a smiling condition by a very *slow* and smooth passage from a sober to a smiling countenance. Reverse in the same way.

Exercise VIII. Winking. This is a very bad habit. The leakage that occurs about the eyes destroys the finest grained magnetism of the body.

Practice. Open the eyelids as widely as possible, and hold them open in a staring position for a few seconds. Then slowly close the upper lids down over the eyeballs, without raising the lower lids. To do this, and do it smoothly, is no small task. A few weeks of practice ought to accomplish the purpose.

Exercise IX. Sighing. This is a habit of filling the lungs by a breath larger than usual, and letting it all out at once. It is a known fact in Voice Culture that a rapid outflow of air is unnecessary and debilitating. Approaching death is signalized by more powerful exhalations than inhalations, the time also being shorter in the one than the other.

Sighing is caused by weak lung action, which is induced by one of three things:

1. Illness.

2. Unpleasant condition of the mind.

3. Undeveloped lungs.

When we feel ill or when we feel mentally depressed the breath is often held for a long time unconsciously, and when taken is very feeble in its action. Physicians and patients are generally unaware of this. Let the patient take a few long, full respirations whenever a feeling of gloom or illness is coming on, and in five cases out of ten the malady disappears.

Approaching headache, approaching neuralgia, and many distempers are driven off by this simple precaution.

If this is not done, the want of breath is soon felt and a large quantity is inhaled, which, by reason of the feeble condition of the diaphragm, is expelled, most of it at once, the last end being drawn out somewhat. Grief contracts the muscles of diaphragm and throat, and the escaping air is slightly interrupted in its passage through the larynx, producing the sighing sound.

Practice. Inhale as fully as possible, and exhale very slowly; when the breath commences to flow out see that it does not rush out. A test of good lung control is found in the following experiment: Fill the lungs very full through the nostrils, then place a pipe stem in the mouth and through this add all the air you possibly can, without allowing any to escape. Then open the mouth wide, and the first outflow of air make so gentle that you can hardly feel it, afterwards increasing as the exhalation proceeds.

This compels a restraint on the diaphragm when the pressure is greatest, and leads to a complete cure of the dangerous habit of sighing.

Exercise X. GAPING. This is purely a habit, induced or increased by debility of the *nerve-force*, either affecting digestion, breathing or blood circulation. Digestion feeds on *nerve-force*, and the best way to stimulate that is by tak-

ing in large quantities of oxygen through the lungs. It is not well to take pure oxygen, for small lungs cannot absorb much of this gas. The better way is to enlarge the lung capacity and the ordinary mixture of the air is the best. Nature knew what she was about when she made the present combination in the atmosphere. Remember that *moving air*, like that out of doors, is far better than the purest air that stands *still* in the best room in the house.

You can easily overcome the slighter attacks of indigestion by oxygenizing the *nerve-force* while food is in the stomach, if the lungs are well developed. This is done by rather fast, full, deep breathing.

The oxygen in the blood has a secondary purpose to serve in every case, which is to stimulate the nerves in their immediate work. Thus, if digestion is going on, the secondary purpose of oxygenization is to aid the stomach, and the nerves of that organ will absorb their share. Full, deep breathing during strong muscular action supplies with vitality the motor nerves which direct the particular muscles used.

Exercise for the cure of gaping:—*Practice* Deep Breathing until the lung capacity is fully developed.

ROCKING CHAIRS.

What is known as nervous rocking is a common cause of leakage of magnetism. This is worth experimenting with if the difference between the two principles would be seen. Any deliberate, slow, controlled rocking in a chair is not only not harmful, but is a beneficial practice, especially after eating. To improve the advantage, let it occur in fresh air either on the piazza or at an open window, but free from a draft. To still further improve the practice, let the end of each movement be made without suddenness; let it pass from one direction to the reverse as though it were the same

movement. If you can tense the body, all the better; you can then turn a common custom into good results.

But most persons get into rocking chairs because they are nervous. They let the rhythm of the body do all the work, plunging forward, reversing suddenly, and so continuing back and forth, back and forth, nervous, restless and regardless of the will power. Such persons out of a rocking chair are as uneasy as fish out of water; they have but one result, a loss of vitality and greater nervousness.

RESPIRATION.

It is very easy to detect a nervous, unmagnetic person by the breathing. Sometimes there is the quick inhalation as if the breath were too long kept out; then there is the sigh as if it were too long kept in; then there is the sudden letting go of the breath, by which an outgoing current of air is given speed, though not enough for a sigh. These quick breaths are in the same line with the nervous movements which we have referred to; they demagnetize, cause loss and stand in the way of progress in the cultivation of personal magnetism. On the negative side of the study you should avoid them; on the affirmative we shall see later on what part the manner of respiration will play in the art of developing this power. It requires no time to correct the fault if a little attention be given daily to the action of the lungs. As it is necessary to breathe all the time, it is as easy to do it right by an act of the will as it is to let matters take care of themselves.

THE NERVOUS EYELIDS.

If you are one of those persons who have no control over the eyelids, especially the upper ones, stop right here and put all your work into the task of stopping the nuisance. It is a bad habit. Not only does it make you nervous, but its effects reach all others who are compelled to look at you.

There is no possibility of securing power over others. Friends, acquaintances, strangers may pat you upon the back, praise you, pity you, try to help you on in the world, and even induce you to think that you have some influence over them, but these things are evidence of your inferiority.

If the eye-winking habit is fastened upon you, shake it off. Do not think that your claim of an inability to conquer it has any weight, for it has none at all. Some years ago a young man of twenty-two asserted that it was a habit that he could not overcome, and he was disposed to let it remain. "Then you have nothing whatever in your make-up whereon to build the hope of rising in the world," we told him; and the assertion has proved true. He is a nervous nothing. A majority of those who are afflicted with the eye-winking habit think it incurable or else the result of weak eyes. In the latter case make the eyes strong, as stated in the study of magnetism. Ordinarily the fault is due to habit. We have seen very many complete cures, and have never known a failure where the individual had energy enough in him to succeed in anything.

Too many have the disposition to fall back upon the belief that it is incurable, and some have no care either way. At its best it is an irritating habit which proves itself a nuisance to all concerned. If you cannot cure it, do not hope to acquire magnetism.

THE NERVOUS HANDS.

Through this part of the body more than any other the leakage of vitality occurs. The hand is the chief representative of the sense of touch, and very naturally is most in motion. It needs more thought placed upon it to keep it under control, for it will start off without reason and do a thousand useless things in an hour. The nervous person who cannot sit still, who gets up and down in and out of his chair with

constant repetition, attracts most attention, but it is doubtful if he loses as much magnetism as the individual who has no control of the hands.

The fingers of the nervous person are never or rarely still. They are moving past each other, striking, rubbing or doing something to satisfy the demand for action. Some persons keep the balls of the fingers at the palms, and play as if striking the keys of a piano. Some pass the fingers over the thumb, pulling the flesh from the nail, and then reverse it, using the thumb to pull the flesh from the finger nails. Others bite at the nails, and some are slaves to the habit. Some clasp the hands together, interlace the fingers, and revolve the thumbs around each other. These are familiar exhibitions of nervousness. They do not throw off vitality in the same degree of loss that is noted when a sudden start is given, but they waste magnetism nevertheless, as do all involuntary movements of voluntary muscles.

It is likely that we can better state this fault if we present instances in which we have seen it manifested; and we proceed to do so at this place. In addition to those already noted, the following have been frequently observed:

A woman scratches her face with her finger; she feels a slight irritation and proceeds to relieve it. The action becomes automatic in time, and when it is a fixed habit she actually suffers from the irritation if she cannot get at it. A test of the matter, however, shows that the habit may be overcome in a day. It is very common.

A man attempts to adjust his collar by running his finger between the collar and the neck so as to make it sit all the better. Accompanying this action is the wag of the head. We once saw a man in good health who did this constantly. We told him that he was wasting his vitality by the nervous action, but he laughed at it. He died of nervous exhaustion after a year of suffering.

To another man who had the same habit we cited the foregoing case. He conquered it, became magnetic, and is in fine health to-day.

Men have the habit of fingering the buttons on their vests or coats. Public speakers who do this are rarely ever effective. Their nervousness irritates the audience, weakens themselves and distracts attention away from their subject matter. A magnetic man saves his vitality for the greater scope of his life's work.

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Small motions should never be lost.

This is the 276th Ralston Principle. It bears forcibly upon what has been said. The same laws work in this line of leakage as in the other line. When the motion makes itself and for no purpose it is lost. When it is made by the mind or will, it is a gain. When it is unconsciously made by the voluntary act of the will, as in the case of skilled labor or artistic action, it is not lost. When mind, will and internal energy direct it, the result is always an increase of magnetism.

From the foregoing we see the value of avoiding lost action. Any motion, however small, requires some power to produce it. These small movements accumulate rapidly, and soon count up into thousands and tens of thousands. Only yesterday we saw a girl of seventeen rubbing her finger tips against the thick, fleshy part of her thumb at the rate of four motions to a second, or 240 to the minute, or 14,400 per hour. To produce one of these motions requires the breaking down of millions of cells and the loss of vitality. That she suffered from the loss was quite apparent; but the more serious fact was the steady increase of the habit.

Then comes the inquiry, Does not the person who sews all day become nervously exhausted? Yes, if she does her work as one would act when nervous. Two laws counteract

loss in the case of a person who works steadily and carefully. First, the voluntary action of the body does not produce escape through small motions; second, when no other motions are made except those that are needed in the work, the number of movements is reduced to about twenty per cent. This is to say that four-fifths of all the action is unnecessary, and that a quick worker does not on an average employ as many motions as are made by a nervous person.

Never lose a small motion.

Work quickly, if need be, but do not throw away any action.

If standing be calm, solid, strong and free from swaying, shifting the weight, stepping or other movement.

In sitting, take any proper attitude and remain as quiet as a rock.

Imagine yourself a statue, no matter what position you take, and remain a statue until it is necessary to move.

Let every glance of the eye mean coolness, calmness, perfect self-containment and superiority of mind over matter.

Never waste the smallest movement of the hand or the finger.

END OF STAGE SIX.

If you will compare the work and plan of the present period with the periods that have preceded, you will note the fact that a large leap forward has been taken in the method of development. All stages of the study have their special importance, and each being charged with a direct duty. They should, therefore, be mastered one at a time,

HOW TO GRADUATE FROM STAGE SIX.

1. You must be a graduate in good faith from each and all of the first five periods, observing carefully every require-

ment stated. Such graduation must precede the study of this stage.

2. You must commit to memory the principles presented in this period. In no other way can they be applied. You will not even know what they mean until you have absorbed them as a part of yourself.

3. You must carry these principles in your memory every minute of the day. These requirements are not difficult. They need little or no time, and when the laws are memorized they are at hand ready for use without taxing the mind or taking your attention from other duties.

Fill out the following statement:

MY PRIVATE RECORD.

I hereby state that, after graduating from the first five stages, I took up the study of the Repose Period on the.....day of.....19...; that I have faithfully applied all the laws of this stage, have observed in good faith the requirement of the same without exception, and have practically overcome all nervous leakage. I therefore, on this.....day of.....19..., record myself a graduate of this period.

[Name].....

We are now ready for

STAGE SEVEN.

At the end of this *period*, after you have signed your private record, you may fill out the full-page Certificate which follows. It is a good plan to have some person who is skilled in lettering to insert your name.

CERTIFICATE OF GRADUATION

M

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

SEAL

[*Signed*]

STAGE SEVEN.

DEAD-STILL PERIOD.

CHAPTER XVII.

POWER OF REPOSE.

THERE are two sides to the study of personal magnetism. One is the negative side by which faults are seen and eliminated. The other is the positive side by which excellencies are acquired. Stage Six gives you a good idea of what is meant by negative practice, while this period includes that which belongs to the positive side. We have gone far enough now for each and every pupil to have seen remarkable results from the practice. If you do not notice them it must be due to one of two causes:

1. Because a steady and healthy growth is not observable to the grower.

2. Your intelligence may not admit of you understanding the meaning of the principles laid down in the preceding periods. This we are not inclined to believe.

Although a steady and healthy growth is not observable to the grower under ordinary circumstances, the kind of progress that ought to be made in this course of training should be something more than the average; something out of the ordinary. There can be no doubt that every person who is endowed with at least ordinary intelligence ought to have made marked and decided progress up to this time. We speak from a vast experience in the past.

When the theory is fully understood, the student takes hold with an earnest resolve to succeed; and failure has never

yet been recorded under such circumstances. We therefore recommend that sure ground be first attained by a review of all the Ralston Principles thus far presented in the book, unless you are positive that they are clear to you. Perhaps there may be doubt as to the meaning of some of them, which a careful review would immediately settle.

The importance of this stage outranks all others. It alone makes success possible. Much time must be given to the Statuary Period before the pupil can graduate. Do not shirk the work. If you are a leaker you will suffer something of agony when the outflow of vital-force is held in check for the first time. Nervous activity grows on a person. It is always a cause of lost power. In a case in court the author witnessed the conduct of the two opposing counsel.

1. One was active, full of life and movements, "smart," as they termed it. He got excited when he became earnest. He tired his listeners and beholders.

2. The other was calm and solid as a fixed rock. Not one waste motion escaped him. When he spoke his voice was full of a pleasant vigor and accumulated feeling that held all listeners spellbound. He commanded respect. When he became earnest his calmness was so intense that it seemed a disappointment that he should stop at all. He was never fidgety, never got excited, never hitched and halted in his words. He won the case. Such people are rare. How we respect a lady or gentleman who can show such self-control!

The difference between the effort to conquer leakage and the practice of dead-stillness is not great. One is the elimination of sudden starts, jerks and quick movements that throw off vitality, while the other is the positive assertion of control with reference to the whole body. Both seem alike, and reach the same result, namely, self-mastery. The present period may require what seems like the necessity of

practice, yet we hope to convince our pupils that everything herein given may be adopted in the daily habits of life.

The ability to use the eye successfully depends upon the magnetic conditions back of it. If the vitality of the will power is overcome, or is likely to be overcome, or if you do not care to take the trouble to arouse it, the safer way is to let the eyes drop, look off, or rest upon vacancy. No test of honesty is to be had in the use of the eyes, when they are thrown at will into any direction the owner pleases. The evidence of dishonesty, or, to speak more accurately, of fear, is found in the attempt to look into another person's face and quailing before the glance. The embarrassment is heightened by the action of the blood. Dishonesty prompts fear. There is an apprehension that the truth is known. The difference between the removed glance of a magnetic person who does not care to arouse his power, and the faltering look of dishonesty is a wide one.

In the use of the eyes it is always advisable not to allow an earnest person of composure to hold your gaze riveted, unless you are more in earnest, for magnetic vitality plays havoc upon the thoughtless and careless. You may make yourself so much of a negation as to be led by another without having knowledge of the fact. The man who was told that a certain lawyer would control him if he ever sat on a jury in a trial where the lawyer appeared, replied, "I will decide the case acording to the evidence, and no man living can influence me to do otherwise." The trial occurred, and this strong-minded man was foreman of a jury that brought in a prompt verdict for that lawyer's client. He was reminded of his statement, and justified himself by saying, "The evidence was all in his favor." So it was, but justice was the other way.

No person is won by an open use of the power of magnetism. The announcement in advance, or the expectation,

that a certain person is to make an effort to secure control over you would set you against all such endeavors, and would without doubt defeat the attempt. Unless overwhelmed by a fear of weakness in an encounter of the kind you would be impregnable. The victory in any case must rest upon the willingness of the person to yield, and that willingness must be won. Many an enemy has been resolute in mind up to a point where resistance was gladly laid down, not forced down.

In dead-still work the rule is an important one which tells you that the mood of the person before you must be known. If he is in earnest you must not give him the opportunity of fixing the gaze of your eyes upon his unless you are more in earnest. Then it is a battle for supremacy. Do not think that you are to gain anything by a fixed glare of the eye. It might give warning and defeat its mission, for a steady glance is likely to attract attention and excite the thought. "Oh, he is trying to outstare me!" Never stare at any person; it is rude. Save the power of your eye for such times as you choose to employ it for substantial victory.

This brings us to the consideration of dead-stillness in the presence of others. The quiescent condition is not magnetic stillness; it is always rest or stupidity, never repose. That is, it is not called repose even if it is absolutely still or dead. (There must be the magnetic life of the live engine, with the calmness of conscious strength; the power of the full developed energy without waste of force.) When you have such vitality, not physical, but nervous, then you are ready to put dead-stillness to practical usefulness. Look at some examples of it.

Standing before a vast mob that threatens to demolish a great city with the growing vengeance, a nervous man calls, shouts and gesticulates, all in vain. His wild antics exhaust themselves upon deaf ears. (Another man, his eye fixed with

earnestness, steps forward upon a balcony, looks calmly into the heart of the assemblage, never moves a line of his face, raises his hand for attention, and stands like a statue while the fixed gaze holds the eyes of all the multitude. He makes no sign, expresses no appeal with voice or glance; shows no mark of anxiety on his face, does nothing to ask for silence, and there he stands a volcano of pent up energy under absolute control; and it is true that his perfect stillness gives him his magnetism. The attitude tells the complete story of the situation; a man of heroic purpose determined to become the master of that mob.

This is life. It is also an actual incident. It tells the story of life. What good would shouting do? What would be the use of frantic appeals, prayers, entreaties, threats, stormy passion or plaintiff coaxing? How many persons would have thrown themselves into a paroxysm of action, from the sternest command to the most intense soliciting, in the effort to still the mob? Yet there was but one kind of person who could succeed in the attempt, and that was the dead-still individual; one who could gaze calmly into the angry faces and assert his superior power. One by one they looked upon him and came to recognize his god-like bearing; their voices were lost in their eyes; a feeling of approaching silence began to travel across the crowd; it deepened; the man stood like a rock, yet alive to the highest degree; the shouts died away; all was as quiet as the grave; and in the hush of that solemn stillness his every word was heard and absorbed. One man had mastered many thousands.

A well-known business man of great coolness and magnetism, took his accounts home one night for the purpose of looking over them. He had a sum of money with him, of which a desperado had knowledge. It was the hour of midnight; stormy without; and lonely within. The man sat at his desk writing, and thought he heard the sound of steps in the

adjoining room which was dark, although the door stood open. He was a man of magnetism as we have said. One of the essentials of magnetism is coolness; coolness to an extraordinary degree. The person who gets excited, who shows fear, who trembles, who quails before anything, is to that extent lacking in this power.

Coolness can be acquired. We have had letters from nervous persons who have said they were incapable of becoming cool; and yet they conquered the fault as soon as they began to develop magnetism. From the very fact that nervous motions cause a rapid loss of vitality by throwing off the energy of the body, it could at once be seen that the absence of coolness would amount to a loss of control over another person. The man referred to was of the combination required to cope with the burglar. The following conversation is substantially that which took place:

"Come in."

The burglar resolved to kill the merchant if he resisted; and, although he was surprised at the announcement, he entered the room, leveled a revolver at the head of his victim, approached toward him and said:

"I've got you."

"Eh?"

"I've got you."

"Sit down."

"No, I won't. I'm here for business. I've got you."

"Eh?"

"You're mine. Now give up."

"Isn't your language a little peculiar for a professional burglar?"

"Well, that's my lookout. Give me that money or you're a dead one."

"The money is all right. I give lots of money away without being asked for it. I don't mind the money. I have

plenty for my own use and to give away. I don't like the tone of your voice."

"That's all right. Be quick now. I'm here to do a clean job."

"What will you do?"

"I'll kill you if you move."

"What good would it do you to kill me? You would hang for it."

"Hang nothing."

By this time the merchant, who had kept his eyes fixed on the burglar, found a slight evidence of quailing in the latter. From that moment he was sure of the result.

"You will certainly be hung. Do you see that button?"

"Yes."

"Do you hear the sound below?"

"Officers?"

"Give me your revolver."

The man is now serving a term in the penitentiary.

Coolness with magnetism are sure to conquer all things; and these two qualities belong together. The more of one you get the more of the other will follow, provided the coolness is not of the blasé, cold-blooded type of stupidity. Remember that the engine must be alive with power.

A minister stands in the pulpit delivering his sermon. He is languid, gentle, quiet, cool, collected, effeminate, weak and yet free from nervousness. He lacks the energy of a thoroughly live man. There are no fires in the engine; hence the quietude of the body.

Another minister stands in the pulpit delivering his sermon. He has vitality enough, but it leaks out at all sides. His head beats the emphasis of his ideas just as nearly all readers' and speakers' heads do. His eyes are unsteady, look-

ing in every direction without power of expression. He steps about, shifting his weight every minute or two, now advancing, now retiring, now going across to the right or the left, and never standing still very long at a time. He brings the upper half of his body forward and bends to give emphasis to a supposedly strong idea, doing this several times a minute. He gestures in every sort of way, but contents himself to do finger movements in the absence of the full-arm action whenever the thought is not weighty enough to admit of gesticulation. Soon he has exhausted all that stock of energy that would have gone to produce magnetism, and he now finds that he must make up in the physical what he lacks in the magnetic, and he shouts and pounds.

Another minister, the rare kind, the individual with the greatest degree of honesty because he has the conscience to equip himself for his profession, stands in his pulpit delivering his sermon. He is cool, not because he is weak, but because he knows that great truths require all the power a man possesses to give them full weight of utterance. He stands still. When there is cause for action of the whole body he steps forward with a single movement as a stately ship might swing from her moorings, not as a fidgety orator might jog about over the platform. His head is not bobbing up and down, right and left, to the rhythm of his words, as is so commonly the case with speakers. He keeps his head erect upon his shoulders, strong, powerful, energetic, but in perfect repose. This is what excites the admiration of the congregation.

Few men and few women carry their heads in magnetic poise. When weak it falls forward, or is inclined to the right or left, or is tilted back; while the person of magnetism is of easier and yet more solid poise. There is no setness, no stiffness about the neck; but there is firmness and certainty of carriage that denotes the presence of power. To be still does not require that one be stiff; the stillness of death holds

that quality. We wish the stillness of life. When the ordinary person is told to straighten up, to remove the lines of weakness, he has no other recourse than to the lines of hardness, and the latter is worse than the former. Magnetism steers us clear of these extremes.

The third minister of whom we spoke was magnetic. He had cultivated the body and all its faculties. He knew the value of repose, of dead-stillness, as he stood before his audience. The vitality that another might have thrown away in useless action he kept in storage to be dealt out as he chose. His gestures were inclined to assume the character of attitudes, for he presented as much versatility in his physical portrayal of his thoughts as did any of his brother preachers; but he preferred the gesture of the outstretched arm and expressive position of the hand rather than the swinging motion so common to others. Why is it that nearly all speakers believe that motion expresses more than attitude? Does the blow dealt by the hand hit anybody in a gesture; and, if not, why is the uplifted arm and clinched fist not more expressive of the meaning of a blow? The speaker seeks to illustrate his thought. He cannot reproduce life by acting its details. He cannot fire a gun when he tells of a killing. Repose in the attitude of description is always more effective and far more beautiful than action that never comes to a position of meaning.

A lawyer who holds mastery over himself at once wins respect. He does not fly up out of his chair to force his objection upon the judge. If the interests of his client demand that he make objection he can always be heard, and the more dignified he is the more likely he will be to get a full hearing. Judges admire cool, self-possessed lawyers; they dislike the active, nervous fellows who try to carry everything before them as by storm. The cool lawyer is most powerful in handling witnesses, for he thinks more rapidly and carries

more trains of thoughts than the excitable lawyer. In the trial of a case there are unlimited opportunities for collateral thinking, for ideas on the side; for there are strings constantly going out in all directions, every one of which must be held in hand ready for use.

The habit of walking to and fro while speaking, is the result of nervousness, and is very taxing on the vitality. It occurs before juries and before audiences generally. Some men walk up and down before a jury, striding from place to place as though the action were impelled by a special degree of interest; but if you will take notice of the successful, the brainy, the magnetic lawyers, and orators generally, you will find them keeping closer to a given spot. It is true that action arouses latent magnetism; but when it is aroused, it should not be wasted and thrown away wantonly.

There is no objection to be offered to the practice of standing in complete repose while speaking. It possesses the unusual charm of rarity; for the persons who are capable of it are few indeed. The gift or talent commences at the face, at the brows even, and no muscles are employed except those required in speech. It is a very common habit to move the entire face while talking. What is the use of it? Nothing is gained except wrinkles. Very nervous persons have what is almost equal to St. Vitus's dance in the twitching of the face; and there are not two in a hundred of all the men and women you see who are able to perfectly control the action of the face, whether awake or asleep.

The first charm, then, is the repose of face muscles. It is always acquired. The magnetic person knows enough to save energy, even in the smallest motions, for they count up the largest totals in the long run. Yet there are not many who can completely obliterate all facial action when speaking or conversing. The brows are constantly at work accompanied by the lids in most instances. Some are able to stop

winking, but cannot stop the rising and falling of the brows. Many keep the cheek muscles active while talking; and do so unnecessarily. If you will attempt to converse before a mirror you will find out the difference between using the full action of the mouth, and the extra action of the face muscles.

It is true that the jaw must open and close while we talk, It is true that the muscles of the cheeks are employed in words that contain the sounds of *far*, *oh*, *ee*, and others similar. It is also true that, to avoid mouthing and indistinct utterance, all vowel sounds should be given their full openness which requires mouth change and involves the assistance of the lower half of the face. But it is not true that setness of face after every labial consonant, the smacking of the lips in opening a syllable, the spreading of the face, the side action of the nose muscles, and the constant manœuvres of the cheeks and jaw help the powers of enunciation.

CHAPTER XVIII.

DEAD-STILL PRACTICE.

PERHAPS a person might acquire by steadfast purpose the habit of stillness under all circumstances where it would be of value; but this end has been reached more quickly by a brief period of persistent practice; and the present chapter will be devoted to such line of work. It is necessary to remember two things:

1. That there must be the energy of a strong life within.
2. That there must be no action without except what is needed for the expression of the life within.

The practice introduced in this chapter is of a mixed character. We prefer, wherever it is possible, to use the necessary events of the day as means of progress, rather than dry exercises. The child that grows up to manhood or womanhood, and becomes magnetic without special practice, is in fact always practicing the nervousness, the activity and vigor of youth are all evidences of extra vitality with which young people are supplied; the excess being intended by nature to carry the child through the perils of early life, for statistics as well as circumstances conspire to its cutting off. Out of that turmoil of activity a few come to the settled repose of stupidity which has but little life within; and a rare few attain magnetism by natural processes.

But how?

Who told them that a live soul, a throbbing, pulsating life within the body, when held compressed by the outer

forces, became intensely magnetic; that the use of the inner power through the controlled channels of expression increased that magnetism; and that waste action or lost motions sap the fountain and spend its wealth?

No one ever proclaimed these things to them, perhaps; but some genius whose presence they could not discern whispered the secret to them; and they, all unconscious of the fact, became experts in the art of self-composure. Or it may be that a keen judgment told them that persons who cannot sit still or stand still are less capable of impressing themselves upon their fellow-beings than those who retain all their vigor while commanding its use. At any rate the person who is naturally magnetic possesses the same traits as those who have acquired the power. The possession has come through the same processes.

What may be practice to you is habit in another. There are not two royal roads to the same palace in the study of magnetism. It is by conserving the energies of life and increasing them that the results are attained. These things are done by habit in one case; and by practice in another; but they are identically the same. While the work of the present chapter may be called practice, we are endeavoring to set it forth in two classes:

1. In the habits of persons who are naturally endowed with personal magnetism.

2. In dry practice.

If you adopt the former without the latter, it will suffice, provided you are able to make the easier and more natural methods count as effectively as the dry practice. The latter has the merit of being speedier and more certain. The tests herein are made by what we call Situations. Not all of them will suit your habits of life; but we expect that you will find that a majority are possible. The requirements are stated as the tests are presented.

FIRST SITUATION.

Y. (The initial Y represents Yourself.) You are walking along the street, the face open, the muscles still, the body held in repose; the only action of any part being in the legs and eyes. The latter by large movements, under control of the conscious will, take in everything in glances. It is possible to look up, look down, look right or left, without moving the brows or any muscle of the face.

A. (The initial A represents an Acquaintance. This we will use whether the person is actually known to you or not at the first.) An acquaintance is seen approaching. You meet, shake hands and exchange a few remarks as follows:

Y. "Good morning." Your hand, as you say this, is held out easily, and the greeting may be cordial, enthusiastic, dignified or simple; but you stand perfectly still. Under the law of lost small motions you conserve all energy by quietly holding it within the body; yet there is no stiffness. No soldier-like straightness, no stupid placidity. Your face may light up with a glow of interest, which will be all the more sincere if it is not flippant. Your arm is not lifted as a thing of wood, nor is the hand devitalized by affectation.

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Magnetism is straightforward, simple and earnest.

This is the 277th Ralston Principle. It must always be remembered that the possessor of personal magnetism is compelled to win the admiration of one whom he would control. Affectation is not a quality that can win, for it is despised everywhere and by all sensible persons. The dude who struts and poses as the acme of pretence is as empty of magnetism as the roach that has lain drying in a garret long years after food had ceased to enter its anatomy. The man or woman who seeks to shine in society by the employment of peculiari-

ties of manner or voice, may have a train of observers; but it is a freight train.

Illustrative of this point is the case of a lawyer who was winning patronage by earnest attention to his profession. His head was slightly turned by the beginning of success. He aimed high; that was right. He saw that the wealthy clients were more likely to hold social rank; so he entered society; as far as he could get in. At once he assumed the air of a person who thought himself the observed of the multitude, one talked about and gazed upon in wonder. To feed the eyes and ears of curiosity, as he regarded it, he put on a coldness of manner, a haughty reserve, a chilling air of superiority, which soon stamped him as an individual of silly affectation. He made society an iceberg as far as its relations to him were concerned.

How foolish is that cold shake of the hand which affectation leads so many persons to give! How utterly inexcusable is that weakfish hand which so many women lift to their own sex and occasionally to men! There is no magnetism in affectation, dullness or stupidity. The plain, the simple, the direct, the honest method everywhere and in everything possesses the highest charm. Mannerisms detract from all who use them, even where they are unassumed. When honesty speaks it is sincere; and few or none of those who display affectation are honest or sincere. A suspicion is always aroused in the minds of others; this sets them against the pretender; and, even if a fair degree of magnetism were present, it would fall flat.

There are some persons who are handicapped by mannerisms up to a certain point. One case may illustrate the effect of a change in the conditions which occurred without the fault of the person involved. It is also the case of a lawyer. He was educated in the East, but moved to the West when forty-five years old, owing to the ill health of his wife

whose constitution was unable to endure the severe coast winds. He went to a large city in the hope that he might soon find a lucrative practice. His peculiarities of speech were very much against him. For "r" he could only say "w." For "s" he said "eth." He also had a slight hesitation which amounted to an incipient stammer. If he were to attempt to say, "This case is a very sad one," he would do no better than to utter it in the following manner, "Th-this c-case is a vewy th-thad one."

He received the reputation of being affected; but he repudiated the charge. It is more than two years of dreary waiting in a large city of strangers that was to be his fate. He was not idle. By some accident he heard of the book of personal magnetism, and mastered its exercises. He then demanded all the light that it was possible to attain on the subject, and pursued the study through the advanced course. At last he got a case despite his reputation of being affected. He was in earnest. The issues involved were important to himself and to his clients; on the one hand, his future hopes; on the other, the value of victory.

When the final address was to be made to the jury, he began in the same weak manner with the appearance of affectation; but he kindled within him the fires of magnetism and they soon burned brightly. The stammer disappeared at once, and was gone as soon as his voice deepened under the influence of his magnetic energy. Some of those who sat in the audience and who knew of his peculiarities began to remark that he was "talking more smoothly now." In five minutes more the muscles of the tongue were more powerfully employed in the execution of consonants, which of itself will obliterate the "th" sound of "s." The "r" became more apparent in the place of "w." The delivery was smooth and effective.

He was eloquent and convincing. The man within was magnetic; without all was chaos. The superior faculty rose higher than the defects that encrusted his usefulness; for the outside shell may be ever so full of blemishes, yet it must fall before the onslaught of genius; and magnetism is genius. The listeners were surprised. Because of the contrast with his beginning, they were gratified. Opinions changed. They had regarded him as insincere because he seemed a devotee of affected mannerisms; now they saw and felt his earnestness, and that meant an approach to sincerity. His volume of speech rolled on and swelled into tones of magnificent expression. His oratory became something to be remembered in after years, so deeply impressive had it grown in a brief period. He won his case, and a reputation that is still undimmed. One peculiarity remains: he never frees himself from the defects of speech until in each address he warms up to a magnetic condition of the highest order. Yet this much represents what he acquired by practice.

SECOND SITUATION.

Y. You are introduced to one for whom you have admiration; and we will refer to the person as an acquaintance, since that relationship has begun.

A. "I am pleased to know you."

Y. "The pleasure is mine." A slight inclination of the head is sufficient accompaniment of this remark. You move not a muscle otherwise. You look into A's eyes, for to look away would mean embarrassment. All preliminary remarks in any conversation require the steady glance of the eyes full into those of the other party.

Now comes the importance of dead-stillness of body during the interchange of ideas. You have heard of A prior to the meeting, and perhaps a superiority of rank or other qualities may give warrant to the admiration you feel; or it

may be genius, merit, greater intelligence, or splendid ways. We wish you to meet as peers. If you are not nervously twitching your face you will have a calm, placid expression that will prove immediately attractive. You cannot prevent the facial action if you have no magnetism; if you have a good supply, there will be no need of effort to keep an absolutely still face; no winking of eyelids, no raising of brows, no action of the cheek muscles beyond those used in actual speech.

Whether the exact situation arises or not, you will be placed in some similar position time and time again. Our point is this: Rise to the level of your acquaintance. It is in some form or other likely to come up daily. If you stand while talking, keep the face, eyes and brows dead-still; let the hands rest easily at the sides or wherever they are most at home; do not move a muscle of the body; do not sway; do not work the fingers, nor the hands, elbows, shoulders or chest. You can think of two or more things at a time. A horse can think of but one thing at a time. You are better constituted; you can think of the mental processes required to carry on the conversation, and you can think of everything your body is doing.

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Newly acquired habits soon become second nature.

This is the 278th Ralston Principle. What you decide to do regularly in the daily routine of action, will grow upon you and soon attend to its own performance. If it were not for this quality of the human mind, we would all be helpless. Parts of the body may be trained to take up these secondary habits and carry them on in many divers ways at the same time; as is specially noted in the case of the musician. No person can play the piano until the fingers have acquired the habit of traveling over the keys with accuracy of touch; a thing that is impossible for many weeks or months.

By and by the ten digits of the two hands are able to perform ten different duties, all exact, and at the rate of hundreds per minute. Then comes the time when the habit of playing is so well established that the eyes need not see the key-board; the mind can measure it through the hands. The church organist operates the many keys that are made for the hands, as well as a large number of pedals for the feet.

One of the charms of second nature is in the fact that a new habit does not bother the mind when it is correct in its operations; but does bother the mind when in error. Here is a person who has spoken bad grammar for years in ignorance; he learns the rules of grammar, soon applies them, does so with accuracy for weeks until he finds himself speaking correctly as a second nature, and thereafter he has no knowledge that he is following the rules. Being adopted into his life they demand no attention from the mind. But here comes the wonder: When he speaks correctly he is not aware of the fact; yet let him make an error and his mind will recognize it at once.

In stronger force the same law holds true when personal or physical habits are involved. The faulty attitude is overcome by practice and disappears; if there is negligence the breach is noticed at the time; but the continual doing of what is one's regular way is never recognized by the doer of it. It is the error, the exception, the break in the habit that arrests attention. When an attempt to establish dead-stillness as a second nature has been persisted in for a few weeks, the whole nervous system will take it up and adopt it as a habit. Then, when some breach of this occurs, the mind will have knowledge of it; just as when a light grows dim the absence of the brighter beam is seen. It is to reach this condition that we present the practice called Situations. Having reached it you will have conquered the most difficult part of the study. In former editions we depended upon mechanical exercises.

Here we introduce for the first time a series of Situations, all of which have been found to be better and do more good than any other method heretofore attempted.

Be sure to find somewhere in your life all, or nearly all, of these opportunities. The fact that they are not to be met with in exactly the same details is of no importance, if they occur in semblance close enough to carry a principle.

THIRD SITUATION.

Y. You meet a person whom you do not like; and are introduced. It is not your purpose to give offense, and the knowledge of your dislike has not yet reached the new acquaintance. He makes every effort to please you.

A. "I have not had the pleasure of a meeting before. I am glad to know you."

Y. "The honor is mine." In saying this you keep the full glance upon A, with an expression of politeness in your face. This is done by a slight raising of the lower lids and raised corners of the mouth. Few persons realize that what is known as the "social smile," or the "polite smile," is a fixed requirement in good society and in the higher walks of life. The grim face is out of place; but the grin is not its substitute. Just a pleasant look of satisfied existence is all that is needed.

A. "I should be pleased to become better acquainted, as I believe we are both interested in music."

Y. "It is a beautiful study." In saying this the eyes are still upon A. There has been no occasion for removing them. While the person whom you dislike stands before you, or sits as the case may be, you are always in a dead-still position, maintaining a double purpose; one part of which is to avoid hurting his or her feelings, and the other part is to cut the matter short and be released. If you will analyze A's remark you will find that he expressed a two-fold idea. He said he should be pleased to become better acquainted and

based the desire upon the fact that both were interested in music. The reply could not possibly give offense.

In a situation like the one just described the hope of speedy success depends upon perfect coolness of mind and that affirmative power which arises from dead-stillness.

FOURTH SITUATION.

Y. You meet an enemy who is disposed to make overtures toward better relations, which you are not ready to receive.

A. "How are you feeling to-day?"

Y. "As well as usual." You hold the same steady glance, looking into his eyes; and all else must be dead-still and neutral. The polite smile relaxes a little; but is not severe. Arrogance and coldness do no good. (There is no cordiality. Neutrality is the proper mood. It can be acquired only through dramatic stillness.) This is not a cold demeanor, for the sang-froid habit belongs as much to shallow stupidity as to the person of indifference. You can say "As well as usual" in a hundred different tones. There is no reason why warmth should not be employed without cordiality; the warmth of a superior magnetism and all else be neutral.

A. "I am glad that you are well. The weather has been very disagreeable."

Y. "Quite so. Are you well?"

A. "Yes, thank you. I was not feeling my best when we met last time."

Y. "No? I am sorry to hear of that."

A. "I had been working hard and was quite nervous."

Y. "One is apt to suffer from overwork. My friend Jackson is quite ill from the same cause." At this point you turn pleasantly and bow. The interview is over. In the presence

of such self-control, which has no element of coldness in it, A could not push his determination further.

FIFTH SITUATION.

Y. You are unfortunate enough to owe a bill and to see your creditor coming ahead. You can turn into a side street and escape the meeting. This act may be seen and create an impression of cowardice. It is better to do what you would have done had you not espied the man. Go right along. If you have anything to say to him, say it. Perhaps he meets you and something like the following conversation ensues:

A. "You are in a hurry."

Y. "Yes, sir. I have to keep busy to keep going; and I have to keep going to keep busy."

A. "Turned philosopher, eh? How do these times find you?"

Y. "Always doing my best. But I do not find the times doing their best for me."

A. "A busy man ought to make his way through the world."

Y. "He can make his way *through* it better than *in* it."

A. "Are things looking brighter?"

Y. "Yes, my clothes *shine* from wear."

A. "But you are full of business, and things ought to be looking up."

Y. "They are looking up. They are flat on the back and cannot look any other way."

The foregoing conversation presumes that you are of a different type from the other individuals represented by Y in the preceding Situations. You are not afraid to meet one to whom you owe money, and you frankly face the matter without flinching. Your replies are rather light, but possibly suit the circumstances. It is also presumed that you are just

beginning the study of magnetism and will in a few months have made enough money to pay all your debts.

It is hard to face a creditor and do justice both to yourself and to him. You may leave him in a mood that is free from bitterness, if you prove to be master of yourself. In the foregoing conversation your eyes should look full into those of A, and never flinch. It is a difficult test, but one of value. Not a muscle of the body should move; for to do so would show embarrassment on the one hand and loss of power on the other. The very practice of dead-stillness while talking to others is sure to generate magnetism. The directions given as to the use of the eyes must not be misunderstood. In personal encounters, as in conversations, they should look full into the eyes of the other party during all portions of the meeting that may be devoted to a test of superiority; and, at all other times, it is unnecessary to give the gaze steadily. Most magnetic persons refrain from using the eyes uselessly; but allow them to wander aimlessly about or to remain uncharged with luminous vitality.

SIXTH SITUATION.

Y. You are at home. The marriage ties are irksome. S represents your life partner.

S. "How did you get home so soon?" This inquiry is made in a tone of sarcasm. A tone is often more irritating than the language employed.

Y. "I came as soon as I could." Keep your voice near the neutral; slightly shaded to the pleasant side. Kindness when assumed is hollow and the voice betrays the sham. Magnetism holds all the faculties to the neutral; and prevents the distrust that follows assumed kindness, and the dislike that is suggested by coldness.

S. "You came as soon as you could. Why couldn't you come sooner?"

Y. "I was delayed at the store." It is supposed that both parties to the colloquy are seated, each engaged in something that will bear interruption. In such case there is no need at present of looking at each other; at least not steadily. Calmness of mind must be maintained; for the moment you show anger, resentment or excitement, the voice will betray it.

279

Dead-stillness requires perfect calmness of the mind and emotions.

This is the 279th Ralston Principle. When the mind is excited the body as its agent loses control of itself to some extent. The emotions or feelings go much further, for they unbalance both mind and body.

We know of nothing more important in this or in any other study than that the mind should always be calm. Even if the muscles must give way to their proneness to move constantly; or the nerves twitch; the brain which is the engineer should never under any impression show excitement; nor should the emotions control the mind or body.

A calm mind is a successful mind, if the calmness is one of strength, not exhaustion. Many little laws come into play at this juncture; not broad enough to be called principles. We will state them:

1. The muscles of the body, by constant involuntary motions, may waste the vitality without involving the action of the mind.

2. The nerves of the body, by constant twitching, may waste the vitality without involving the action of the mind.

3. Dead-stillness, as practiced in this book, will overcome both faults and lead to the accumulation of magnetism.

4. The excitement of the mind may or may not involve the action of the muscles or of the nerves. It generally does affect them seriously.

5. The excitement of the emotions may or may not involve the mind, muscles and nerves. It is almost certain to affect the mind, unless the person is of strong magnetic self-control.

6. It is a test of power to be able to separate the thoughts from the face.

7. It is the best test of power to be able to separate the emotions from the mind; thence from the face and general body.

8. The practice of dead-stillness as given in this book will accomplish such results.

Napoleon the great could make his face marble if he chose. He never allowed his nearest friend or closest counselor to know what was passing in his mind, or what effect any news, good or bad, really produced on him. He retained that placidity of countenance that told nothing. Apart from his occasional periods of anger, he was a man of dead-stillness; an engine of tremendous power held in control. His magnetism was most powerful. By it he held men of treachery under sway of his will; he inspired his soldiers to deeds of frenzied heroism; and overawed his opponents in diplomacy.

Bismarck, Gladstone and all great men have separated their emotions from their minds, and both from muscles and nerves; so that passion never intruded itself unbidden. (How weak is that man or woman who shows worry in the face!)

9. Mental and emotional excitement may be concealed by controlling the muscles and nerves, even at times without possessing much magnetism; but it requires the highest degree of this power to prevent the voice from betraying the excitement. It is dead-stillness in full earnestness. This brings us to the Situation that led us to our last principle and associate laws.

Y. You have said "I was delayed at the store."

S. "Uphgm." This is not a remark; it is merely a tone of disbelief. You are tempted to say or do something desperate. Dead-stillness is your only hope of self-control and of mastery over S. Do not get mentally excited, for your face or your voice will soon betray that condition.

S. "Delayed at the store. Did you ever say that before? Was there ever a time that you were not delayed at the store?"

Y. "I certainly was delayed to-day." Do not say this in a tone of one offended; get all emotions out of the way; think of the power of absolute dead-stillness of mind and body, and retain coolness, though not of the exasperating sort.

S. "Perhaps I might have believed that five years ago."

Y. Look up from your book; keep perfectly still; send a mild appearing glance full to the eyes of S and wait. The silence will mean the beginning of a battle royal, or the breaking down of the assault.

S. "Well."

Y. "Five years ago?"

S. "Yes, I might have believed that five years ago."

Y. "Why, we were engaged at that time, and not married."

S. "Yes, we were engaged then, the more's the pity. Ah, ha, what fools these mortals be. What are you looking at me that way for? I never saw you do so before."

Y. "You would have believed it five years ago? That was when we walked and talked together in the beautiful month of June, with roses blushing at the recital of our vows. That was when the pressure of a hand sent a thrill of joy through two hearts, and nothing was so pure as the love we both confessed."

S. "I thought I loved you then."

Y. "I told you that you were mistaken, perhaps. It was a hazardous venture."

S. "Still we have been as happy as the average married couples. Do you not love me?"

Y. The extended hand, the steadfast gaze, the kindly tone, the simple word "Yes" and the quarrel is ended. You have mastered S by the power of magnetism. If this all-conquering power were invited into every home, the courts would have nothing whatever to do in adjudicating domestic differences. (Magnetism is the golden cord that holds love to its vows.)

On the other hand let us see where the lack of magnetism would have led this couple under the circumstances stated. We will go back to that stage of the quarrel where S had said, "Perhaps I might have believed that five years ago." There is the turning point of the affair.

S. "Perhaps I might have believed that five years ago."

Y. "What? What's that?"

S. "You heard what I said."

Y. "You did not dare to say what you meant."

S. "I dare to say what I mean to you or to anyone else. I don't think I am afraid to speak when I wish to."

Y. "No, your tongue wags enough to prove that."

S. "That's false. I can hold my tongue if I wish to."

Y. "Then do it. Shut up at once."

S. "I won't. You shut up yourself. I guess this is a free country and I'll do as I wish with what's my own."

Y. "Then go ahead and talk. Talk yourself hoarse, and I'll get peace so much the sooner."

S. "No doubt you wish it."

Y. "Yes; I do wish it. I long for it night and day. Peace, peace, peace."

S. "That means you wish me dead. You are the meanest brute that ever lived. I hate you as I would hate vermin."

Y. "And I reciprocate. Now we understand each other." And they separate, never to meet again until the

court calls them on the day of trial. Many a home is thus broken up and ruined forever.

SEVENTH SITUATION.

Y. Your are met in your home by some person who enters excitedly.

A. "Oh, I am so worried. I have just heard that there has been a terrible accident at D, and you know F was on the train."

Y. "Perhaps he was uninjured."

A. "I cannot hope so, for it was a terrible wreck. Oh, dear, what shall I do?"

Y. It is not best to say "Be calm," or to intimate that A is not perfectly calm. Retain your own composure, keep your eyes for a short time upon A, and do not move a muscle. Show no worry or excitement.

A. "What do you think?"

Y. "We do not yet know."

A. "Yes, we do. We certainly do. There is no hope. I wish I could fly there right now. What is your opinion?"

Y. "I have nothing to base an opinion upon. Are you sure that F was on that train?"

A. "Yes, yes. I know he was. He said he was going to D, and of course he went."

Y. "When was he going?"

A. "Yesterday or to-day."

Y. "Was this the only train that went there in these two days?"

A. "No, no. There are several other trains daily. Do you think he might have been on some other train?"

Y. "Here is the time-table. There are ten trains daily, from here to D. It then seems that F had twenty trains by which he might have gone; or one chance in twenty of being on the train that was wrecked. In the average disasters about

one person in twenty is seriously injured. The chances are then one in four hundred that F was on the train and badly hurt. If a million dollars were to be offered to one person in four hundred would you think it likely that you would be the person or that F would be?"

A. "Not much. I would miss it every time."

Y. "Then it would be better to wait for a greater probability of certainty in this case before moaning the loss of F. He may not have been on the ill-fated train."

A. "That is true. Here he is now, alive and well. When did you go to D?"

F. "I have not started yet."

Before the climax the excitement of A had been subdued by the coolness of Y.

Practice dead-stillness all day long. Use all parts of the body that are required in the performance of any duty; but do not allow a single action otherwise to escape. It will take no time. You will be all the stronger for it. If need be have some friend watch you to give advice as to any escaping motions. Make everything count.

The parent can always control the child, and without unkindness, by the perfect power of absolute repose of all parts of the body not needed in use; the steady glance, the placid face and the calm control of mind and body. No child, however fractious, can resist this influence if backed by the magnetism that such calmness will generate.

The school teacher is able to control the most unruly of scholars by the same conditions just stated. We could devote hundreds of pages to reports from teachers confirming the irresistible force of dead-stillness when alive with magnetic energy.

The same results are everywhere reported. There is no reason why you should not be master of those with whom

you come in contact in daily life. From early morn to late at night, from the moment of awaking to the time of retiring, keep this same stillness ever present. At the table be calm, and use only the parts of the body that are required in the performance of the duties devolving upon you. In the drawing room the necessity for perfect composure is more apparent; you will win golden opinions by your excellent mastery of yourself. And let it attend you everywhere, alone and in the presence of others.

CHAPTER XIX.

DEAD-STILL EXERCISES.

AGAIN we extend the work and come into a different line of practice. The preceding chapters make almost no demand upon your time; here we present something that will; but it is proper to state that what is sought here through mechanical exercises may be reached in the preceding chapter by the forming of new habits. If you succeed in doing that, you may omit most or all of this list of exercises, and depend upon the plan presented in the chapter that has just closed. That plan is a new one in books, but we have used it in private lessons for a long time, its great success leading us to publish it. But the old method is also given, and will appear in this volume in the present chapter, with fully three times as much new matter added as was given in the preceding edition.

We may better call these exercises mechanical, for that is exactly what they are; while those of the previous chapter are natural. Being natural, they do not require separate time for practice. Between the two series there is a middle class that is called semi-natural; and these we will give first in the present chapter. More than twenty-five years ago the author employed them in connection with his own development of magnetism, supplemented by other work as presented in parts of this book; and he found these semi-natural exercises the best of them all, as they prepared the way for the natural practice. These are now published for the first time.

SEMI-NATURAL EXERCISES.

FIRST MEETING: Go to some room where you will not be in fear of interruption, and allow no person to enter

while you are practicing. This precaution is necessary in all the "meetings" hereinafter.

"Alone with a friend."

You are to admit a pretended person, and to go through all the details of conversation, you taking your own part aloud. Every rule of the preceding chapter is to be observed here. We give an example of the one-sided conversation with an imaginary friend.

Y. You go to the door, open it, greet A. and show him to a seat. All the following remarks are made aloud by you:

"You are looking tired."

"No, I was not expecting you, but I had been thinking of you and hoped you would come."

"Yes, I have been in all the evening."

"Oh, no; not at all."

"Well, that's good; that's the best yet."

And so on. It is not necessary for you to use the above language; merely carry on a conversation with a supposed friend, taking your side of the affair aloud. It is useless to sit and think of what you are saying. Say it right out.

SECOND MEETING.

"Accosting an Acquaintance."

In your room you are to pretend that you are walking along the street, by actually walking. You meet an acquaintance, stop to shake hands and exchange a few remarks. The language is all yours.

"Well, well, who would have thought of meeting you, and here of all places."

"You did? Yesterday?"

"No, indeed; I have no time to spare. I'm just crowded for time. When do you go back?"

"I wish I could. I'll try to see you for a few minutes. Good-bye."

Remember the principles of dead-stillness.

THIRD MEETING.

"A Headache."

A friend calls upon you and insists upon talking voluminously, while your throbbing head causes you intense suffering. You separate the sense of pain from consciousness as far as you're able. This may be done by cultivating a magnetic will. No evidence of your own discomfort must be shown the friend. The one-sided conversation is maintained by you alone, and all is imaginary.

"Won't you be seated?"

"No, I did not care to go out this evening. The weather is not as agreeable as I would like." Your head may rest upon your hand, or you may take any easy position that you prefer, avoiding the movements of an invalid, and making no lost motion.

"I did not get the book. I meant to do so, but I deferred the matter until it was too late."

"It must be very interesting."

"Yes."

"Certainly, I see."

"Yes, yes; it was unique, to say the least. Very interesting."

"Not a bit. Go on."

"I presume it was a success."

And so on.

FOURTH MEETING.

"A Speech."

All orators have practiced alone. Those who wish to win the favor of audiences must do their practicing and de-

veloping before imaginary people. History is full of anecdotes in the lives of the greatest orators, including many humorous and interesting episodes. The man who thinks out his words and prepares himself in only a mental way, is as little qualified to speak in public as the pianist who touches the keys for the first time in the presence of his audience. Private practice has accomplished more good in developing the orator, the conversationalist and the gentleman than any other means.

So sure are we of this proposition, which we have watched and tested for years, that we assert in most positive terms that no orator can do well in public, except by years of bad effort, unless he has addressed imaginary audiences in private. When a speaker of average ability asserts that he never has done anything of the sort, but that he got his experience in years of actual public work, we can reply that Daniel Webster, Henry Clay, Patrick Henry, Gladstone, Beaconsfield, Beecher, Spurgeon and countless others of fame and success were constant practicers before imaginary audiences. In the cases of men of very recent times, such as Conkling, Blaine, Grady, Everett, Phillips, and scores of others, the evidence of private practice before imaginary hearers has come direct to the author.

Ladies and gentlemen who are trained to be easy, graceful, polite and refined in society, are made to pass through this same kind of practice. Imaginary meetings attended by real conversations on the part of those who engage in the exercises, are the best, the quickest and the most substantial means of acquiring the great results. It is better to go into society, some one may say. Yes, that is true; but the experience gained in real society costs many a sigh and often a heartache; and so why not aid it by the kind of special training that does the most good?

One thing is certain—if you wish to develop magnetism, you must be a grand master of dead-stillness. Every law and

principle set forth in this book must be used. Now it is very difficult to attain anything like dead-stillness in the midst of the distractions of society. Lay a good foundation outside, and carry the practice into the real opportunities of life.

Use the voice aloud. Thinking is very good, even when done silently; but the mind can go galloping off in a dozen directions and be pulled back again by as many strings when you meditate or plan. The wandering moods destroy the keenness of thought and weaken the mental processes. These are impossible if you speak aloud, for then the brain must keep within the channels of a set direction; the reasoning must be under control; the thoughts cannot drift, and speech becomes more exact. Then there is a very important reason in addition to all these: the reflex action of the sound of the voice upon the brain and nervous system carries to brain and nerves the same value that the voice itself gives out; if serious, thoughtful and earnest, the same qualities are stimulated; if light, aimless and flippant, the results are equally faulty. Remember this.

In making a speech, stand up. Get to end of the room and look upon a hall filled with people, all supposed to face you and to eagerly listen to what you have to say. Commence with care and dignity. Be as deliberate as if the people were really there, and do nothing that you would not do in their presence. We cannot prepare practice speeches for you, as the advantage comes from your own extemporizing. Think on your feet. Commit nothing to memory; keep the hands at the sides unless you wish to give action that will illustrate the meaning of your thoughts. We would suggest that you speak upon one subject only at each meeting, and rest when you are tired. Commence all over again as many times as you wish. Talk directly to the audience, just as you would in fact.

Practice all the rules of dead-stillness as given in the preceding chapter.

We now present a few introductions to your imaginary audiences. Let these be as refined and earnest as possible:

"Ladies and gentlemen: I have the honor to present to you this evening the gentleman whom you are all anxious to hear, Mr. Beriah Huston."

Then as the party introduced you come forward apparently and say:

"I thank you, ladies and gentlemen, for this hearty welcome. I have some misgivings as to whether I shall deserve it or not. When I am through it may be seen that my kind friend has overshot the mark in saying that you were anxious to hear me. It must be understood that these pleasant allusions are formalities that prevail in public life and mean nothing in particular. But, on the other hand, I am anxious to address you and to spend a brief period in the consideration of one of the most important themes of the day."

You are both introducer and introduced. Except for the step or two which you take forward in the latter character, there is no occasion for action of any kind. Dead-stillness is absolutely essential. We now present another example.

"Ladies and gentlemen: We are assembled here this evening to listen to one who has spent the greater part of his life on the other side of the water. His public services and widespread fame render him no stranger to us, and I am performing an almost superfluous act in introducing to you Mr. Herbert D. Browning."

Then you advance and say:

"My friends,—I think I can call you friends after this splendid reception,—I am highly gratified at this indication that you are in accord with the views that I am about to express."

We advise the pantomime practice of social introductions, of introducing others and of being presented. Nothing so quickly refines the manners as this practice.

But we must proceed to other things, and hasten to take up the

MECHANICAL DEAD-STILL EXERCISES.

While these are neither natural nor semi-natural, as they are apart from life, they certainly are beneficial in the highest degree if done correctly. We therefore call attention to the

RULES FOR CONDUCTING EXPERIMENTS.

THE following Rules apply only to the exercises and experiments of chapter thirteen.

RULE 1.—*Always practice in a room or place where no other person is present, unless it is somebody who owns a book, and is practicing with you.* This latter arrangement is better, as mutual aid and advice will hasten the progress and develop better results. A class of pupils and fellow-students working together will find the practice both pleasant and profitable.

RULE 2.—*When any fatigue or excessive irritation is apparent, stop and rest, closing the eyes; then resume.* The tired feeling will pass away after a few rests.

RULE 3.—*Before devoting yourself exclusively to one experiment try all of them a few times. If any can be performed satisfactorily, omit such in future experimenting.*

RULE 4.—*If there is no likelihood of immediate progress in some of the more difficult experiments, pass them for awhile and finish the mastery of the easier ones. Otherwise follow the directions given.*

RULE 5.—*In order to record success the pupil must either master all the experiments satisfactorily, or else devote thirty minutes daily, either consecutively or otherwise, to these experiments exclusively, for four days in four weeks.* Sixteen consecutive days will not do. There should be a three days' rest after four consecutive days of practice.

RULE 6.—*Any pupil who fails to perform the experiments satisfactorily after a four weeks' drill must carry along with his work, in subsequent stages, any unfinished experiments in this.*

RULE 7.—*If the nerves are sapped of their vitality by excesses of any kind, the overdoing of these and subsequent exercises will produce a feeling of exhaustion.*

In other words, it is advisable to keep in good health; eat only the best of nutritious food; take care of the vitality by proper regime, and allow no neglect of the laws of hygiene to interfere with your progress here.

FIRST EXPERIMENT.

Take a sheet of note paper, neither too stiff nor too thin; tear it in halves; hold one-half of it in the hand by placing the thumb and two fingers at the lower corner of the paper, holding the hand about a foot from the chest, and the elbow away from the body. The entire arm must be free—that is, must not touch anything, nor have any means of support.

If a mirror is convenient it is well to locate some fine spot on the glass (if it has none, place an ink spot there), and hold the paper so that the upper opposite corner from that in the hand shall be on an exact line with the eye and the spot on the mirror. Hold this for twelve seconds, and note the deviation of the corner of the paper from the spot. If there is no deviation, you are ready to undertake the second experiment. If there is, you should practice this until you can prevent any departure, however slight, from the spot indicated; unless exempted by the Rules.

SECOND EXPERIMENT.

Take a sheet of Congress paper, tear it in halves and hold it in the same manner as in the first exercise. Persist in practicing until there is no deviation even of a hair's breadth.

Do not be discouraged if it requires patience. The left hand may be employed about one-quarter of the time, or *vice versa*, if the pupil is left-handed. It may be necessary to resort to Regime for aid in hard cases.

THIRD EXPERIMENT.

When the last exercise has been mastered the pupil may take a sheet of the larger size foolscap paper, tear it in halves, and continue as before.

FOURTH EXPERIMENT.

When the third exercise has been accomplished the pupil may take an entire sheet of foolscap paper, and, without tearing it, open the whole sheet and hold it by the lower corner, having the thumb and two fingers upon as small a portion of it as possible. The paper must be just stiff enough to stand alone. Making a hollow curve diagonally across the centre will aid in keeping it stiff.

Be sure that the elbow has no support and is extended from the body.

FIFTH EXPERIMENT.

Fill a goblet two-thirds full of water; take it at the small part just above the bottom, by the thumb and first finger only, and hold it for thirty seconds on a level with the chin, the elbow being away from the body and the whole arm free. The water must not shake or even tremble. Rest.

Hold it in the same way, employing the thumb and second finger only, for thirty seconds. Rest.

Hold it in the same way, employing the thumb and third finger only, for thirty seconds. Rest.

Hold it in the same way, employing the thumb and little finger only, for thirty seconds. Rest.

Your patience will be sorely tried.

These experiments will seem to make you "nervous;" you will say that instead of making you control yourself better they irritate and vex your nerves. So it will seem at first,

FIG. 9. FLOATING THE ROSE-LEAF.

and likewise at all times when your leakage is going on rapidly. This apparent "nervousness" is really the rebellious leakage being checked. It dislikes to be stopped. A "nervous" person wants to let the leakage go on until complete

prostration ensues. There is a temporary agony in the checking of the outflow of this vital force. While the loss is going on the person walks and moves about, swings the feet or twitches the hands, tears paper, fingers some button or watch chain, gets in a rocking-chair sometimes, and shows every manner of restlessness. The down hill grade has begun.

To check it at first is to make the person suffer. Yet the great men and women of the world have somehow learned to stop this waste. Those who want to achieve greatness, or even wish to learn to control others, must endure the suffering.

Fig. 10. Extending the Floating Leaf.

In conversation with those who have been magnetic and have been successful in life, it was learned that every one had made some effort to check this waste of vital force. Not one knew the principle involved, and not one had the advantage of any guide or help; and stranger yet, neither knew that any other person was endeavoring to reach the same result. Such conversations proved that our great men and women do more for themselves in private than the public suppose. Some of their efforts are often simple, child-like, and even ridiculous. Yet they accomplish great ends.

You who give up now would better cease to hope for much in this world in the way of commanding talents.

SIXTH EXPERIMENT.

Take a goblet (not a tumbler) even full at the top with water. Place the bottom in the flat palm of the hand and hold the same at arm's length. The water must not be allowed to spill or even shake or tremble. The other hand may be tried occasionally. Then procure the aid of a friend who is to give you two goblets of water, one in each hand, the water coming to the top and slightly rising above the edge. Hold these in the two hands out at arm's length for thirty seconds, without the slightest tremor or shake of the water.

FIG. 11. RAISING THE FLOATING LEAF.

You will not be able to do this at first, but perform it daily for a month, and you will be surprised at the result. If you give it up before the full design is effected, you will yet learn what patience is, and patience helps to overcome the erratic action of the *vital-force*.

The fact that the water trembles or overflows at the top need not discourage you. We are constantly receiving reports from our members who have failed utterly and have given up all hope of accomplishing anything in this practice. One says:

"The water shakes out and spills. I can no more do that exercise than I can jump over the moon." And we reply, "Oh, yes, you can. The very fact that you cannot do it is proof of the need you have of it."

No one need fail ultimately. All can do it in time. Those who have given up completely have, in most instances, come back to the practice drawn by the fascination of it, and they have even succeeded in the most difficult of all experiments, the great Rose Leaf Test, which is now for the first time made public, although we have given it many times to our private pupils. It will be presented in the next chapter.

The goblet experiments have great value in bringing the nerves to absolute perfection. They are tests that never tell an untruth. The nerves may be alive, jumping, irregular, erratic and out of normal health, while it is possible for a person of strong will to keep all the muscles dead-still. So we see that the present experiments reach a condition that may always escape the previous exercises. They give smoothness to the flow of the nerve-currents; they tone down the irritated fiber; they do for the direct electric system of the body what dead-still practice will do for the muscles.

THEY OFTEN STOP PAIN.

You can easily see why some persons will have neuralgia under conditions that should give freedom from all such pain; but the distracted beating, throbbing pulsations of the nerves, vibrating in discords, keep the soreness there. Toothache has often resulted from the same erratic action of the nerves, there being some sensitiveness in the tooth, but not enough to account for the steady ache. Many and many a time has an hour's sleep in the middle of the day or early evening, driven away a severe toothache. Why? Because the nervous system has been quieted by the sleep. The tooth has not been repaired.

On exactly the same principle will the experiments of this series of exercises quiet the nerves and still the pain of an aching tooth and of neuralgia. The same test has proven true in cases of pregnancy. Some women suffer very much

from neuralgia and from toothache where the teeth are all in good condition. Why is this suffering? Physicians say it is due to pressure upon some great nerve. The fact is it is due to the new life within the body, the excitement of the whole nervous system causing that throbbing of special nerves, at first reaching the stomach and later on the upper parts of the body.

Fig. 12. Swinging the Floating Leaf.

These experiments have removed such pains. Magnetism will cure any ache that is due to the abnormal pulsing or beating of the nerves, for it brings the life-currents into smooth movements and stills all excitement. That body is in most perfect health when this smoothness of the nerves is attained.

The goblet test has been made in many notable cases; but perhaps the most important are those of the celebrated lecturer, John B. Gough, a man of tremendous magnetism. In those early days when he was passing out of his dilapidated health, which was the result of delirium tremens, he secured much of his self-control and steadiness of nerve as well as personal magnetism by the goblet practice, which was a favorite with him. In

later life when he sought to refute his enemies, he brought the experiments to good use.

As is well known, Mr. Gough became famous through his temperance lectures. He saved many thousands of drunkards from the diabolical curse, and consequently diminished the trade of the saloons, breweries and distilleries. This angered the capitalists, most of whom owned stock in the newspapers. The result was that Mr. Gough had, by saving human lives from disgrace and untimely death, brought upon himself the malignant hatred of liquor dealers and newspapers. The latter employed detectives to follow him and reporters to "write him up," with instructions to hurt him before the public whether or no. There are many incidents in his career, all bearing upon this one matter, that have been variously stated; as Mr. Gough always proved to his audiences that the criminal sheets were liars. We call them criminal, for the reason that blackmailing or libeling papers are always controlled by men who belong in the penitentiary.

FIG. 13. LOWERING THE FLOATING LEAF.

One of the most effective of these events has recently come to our attention from the most reliable of sources, and confirms other similar reports of occurrences in the same line. In a city in which he was to lecture on temperance, the leading paper published a day in advance that he was on a drunken spree; that he had disappointed ten audiences

in as many days; that he was too badly broken up to lecture, even if he stopped drinking and got sober, and advised all persons to save their money and not get fooled. The seats had all been sold, and, when people demanded their money back, it was refused, as the managers gave their words that Mr. Gough had not missed a single engagement, and was in perfect health, not having tasted a drop of alcohol for many years.

The hall was crowded, despite the fact that the papers declared on that very day that "Mr. Gough had arrived in town a physical and nervous wreck after his two weeks' debauch." He opened the lecture as usual and soon took up the subject of the criminal libel against him. He spoke somewhat as follows: "When a newspaper states a thing as true the people are at first thought inclined to believe it true. A man who has been drunk cannot within many days afterward control his nerves. A man who has been on a two weeks' debauch cannot within six months afterward do what I am going to do now. I will give any man or woman a thousand dollars who will, under either of the propositions I have just stated, do what I am about to do. Alcohol's first effect is to harm the nerves, to take the steadiness out of them, to make them tremble, although the trembling is often so fine that the eye cannot detect it unless something is placed in the hand that will reveal it. In this hand I hold a glass, not clasped by the fingers, but held delicately by the thumb and one finger. In the glass I pour water from this pitcher. I fill it full to the top. Now a few more drops and the water is above the top, held by the law of adhesion. The least unsteadiness of the nerves will shake the water from the top, and even spill it from the glass," and he held it there before the audience for fifteen minutes while he went on with his lecture. It is a physiological fact that, no matter how skilled a person may have become by practice, if any degree

of intoxication has been present within two weeks the goblet experiment is impossible.

DENTISTS.

Many of our pupils have been dentists. They of all persons require not only muscular dead-stillness, but nervous dead-stillness, and these experiments have so qualified them for exactness of movement and delicacy of touch that their skill as well as their income have been greatly increased. The sensitive spot on a tooth is often very small; a careless or uncontrolled movement of the hand would cause severe pain to the patient. The dentist who allowed a drill to slip and penetrate the flesh of the cheek, coming through on the outside of the face, would never have had the accident had he been a student of magnetism and his patron would not now be disfigured for life. The person of steady nerve will, if the instrument slips, not allow it to pass an eighth of an inch in any direction.

SEVENTH EXPERIMENT.

Go to some blackboard, or, if you have none, procure a large sheet of stiff, dark brown paper, or any substance on which a chalk mark will show. This should be upright. Previous to using the chalk, you should draw with a lead pencil or pen, a horizontal line across the middle of the board or paper, also a perpendicular line up the centre of the same, and a circle as large as the board or paper will allow, providing it is not more than three feet in diameter. This circle may be made by tying the end of a string into a loop, in which the pen or pencil is placed, while the other end of the string is attached to the centre of the intended circle, which may then be drawn with accuracy. Indelible lines should be made if possible, but do not have them wide. The finer the better.

As this exercise is of great importance and must be practiced often, and as the expense of a blackboard, forty inches square, with white painted lines, is very slight, a well-equipped pupil will have one.

The first part of this experiment consists of tracing the *horizontal line* with a piece of chalk sharpened to a point, commencing first at the extreme left and moving the chalk slowly but smoothly to the extreme right. There must be no stopping or jerking in the movement, and the same rate of speed must continue through the whole distance. Do not hurry and do not be very slow. The elbow must be free from the body and unsupported.

The object to be attained is to cover with the chalk line the permanent line of the board without stopping, halting or hesitation, and without deviation or departure from the permanent line.

The line, having been traced to the right, should be traced back again to the left. When this is perfectly mastered, the same movements should be tried with the left hand. Do not expect to accomplish this in a week.

The next part of the experiment consists in tracing the perpendicular line in the same way, first down, then up with the right hand, and the same way with the left hand. Avoid haste.

The third part of this experiment consists in tracing the circle, first from right to left and reverse with one hand, and the same with the other hand. To a person whose *vital-force* has never been subjected to training, it will appear difficult to trace the circle and not depart from the permanent line, at the same time preserving an even motion free from jerks, halts or haste. The circle may be traced two or three times in one continuous sweep of the hand, if no stop occurs and if the chalk line does not leave the fine line of the board.

It is advisable to stop as soon as a failure occurs, even if but an inch or two has been traced.

EIGHTH EXPERIMENT.

Repeat the exercises of the First Experiment, accompanied by a full, deep, prolonged respiration; that is, commence to breathe in as you commence to perform each exercise, continuing the exercise, while the inhalation is going on, and prolonging one inhalation long after you think it impossible to hold more air, and then exhaling in the same way.

NINTH EXPERIMENT.

Repeat with respiration in the way last described, the exercises of the Second Experiment.

TENTH EXPERIMENT.

Repeat with respiration in the way last described, the exercises of the Third Experiment.

ELEVENTH EXPERIMENT.

Repeat with respiration in the way last described, the exercises of the Fourth Experiment.

TWELFTH EXPERIMENT.

Repeat with respiration in the way last described, the exercises of the Fifth Experiment.

THIRTEENTH EXPERIMENT.

Repeat with respiration in the way last described, the exercises of the Sixth Experiment.

FOURTEENTH EXPERIMENT.

Repeat with respiration in the way last described, the exercises of the Seventh Experiment.

FIFTEENTH EXPERIMENT.

Hold the arm free from the body and wholly unsupported, and very slowly and smoothly cause the thumb and forefinger to approach each other, touching as lightly as possible, without pressure. Both thumb and finger should meet half way.

Repeat this with each of the other fingers and the thumb.

SIXTEENTH EXPERIMENT.

Hold the arm out at full length, in front, the hand on a height with the eye. Form an index hand, the back facing upward, the point of the first finger on a line with the eye and some spot on the wall. Hold this *forty-five* seconds without allowing the point of the finger to move a hair's breadth.

SEVENTEENTH EXPERIMENT.

Approach some object (a table or desk is sufficient), and gently lay the points of the fingers upon it, commencing with the little finger, then the others in turn, and finally the thumb. This must be done slowly and without jerks.

EIGHTEENTH EXPERIMENT.

While in a large room try to follow with the steady eye a line on a height with the head, or if there is no line, then an imaginary one, first from left to right, and reverse. Do this slowly fifty times each way. The eye must not move by small muscular jerks, but very smoothly and slowly. It is not easy to do, and to do well. Do not wink while doing it.

If outdoors, try it by following a horizontal line of mortar on a brick building, or the clap-board of a wooden one.

To those to whom the object of the foregoing experiments may not seem clear, it will be necessary to say a word:

The pupil is asked to remember that the *vital-force* is the life of the body; from it is generated the Magnetism which controls others. It is constantly being formed, and some portion of it is constantly in motion. It propels the action of the involuntary organs by the decree of its Maker, and without the direction of the human will. The heart circulates the blood; the diaphragm attends to the breathing; and the stomach propels itself during digestion; and thus the trinity of life's movements, without each and all of which life itself would cease, may be traced to the action of the *vital-force*, and through that to some power beyond.

But here the line is drawn, and one of the Principles of Personal Magnetism is called into requisition:

"No movement of any voluntary muscle of the human body must be made unless directed by the will."

The voluntary muscles are those whose motions may be operated by the conscious being.

As has been stated heretofore, "nervousness" is a leakage of the *Magnetic-force* unpropelled by Internal Energy.

How much takes place may be seen in the foregoing experiments. Any trembling of the paper held in the hand, or any deviation of the chalk from the straight or curved lines is caused by the erratic action of the above-named forces, or, in other words, it shows a leakage of the "Magnetic Power;" for, as we move the hand in one instance, so we move the whole body in others.

Leakage occurs in the following ways:

1. By unsteadiness of the hands, arms or body.

2. Twitching of the eyelids, or constant winking.

3. Drumming with the fingers after the habit has been formed, or with the feet.

4. Sighing.

5. Gaping.

6. Wakefulness.

7. Swinging of the arms, hands, legs, feet, head or body.

8. Rocking, after the habit has been formed.

9. Restlessness.

10. Twitching of the fingers, or any movement of any part of the body during embarrassment, or while speaking or being spoken to.

11. All kinds of embarrassment.

12. Awkwardness.

13. Shorter exhalations (in point of time) than inhalations.

14. Stammering and stuttering.

15. Lack of fluency in speech where it cannot be attributed to want of words or ideas.

16. Allowing the ankle to be turned or a strain to be put upon any muscle by an uneasy standing position. Never have the foot on its side. Never twist the body.

Who are exempt from all these?

The cool, determined, successful, magnetic people of the world.

END OF STAGE SEVEN.

HOW TO GRADUATE THEREFROM.

We bring to a close one of the most interesting as well as one of the most valuable of all courses of training, although

it is presented in a single stage. The Dead-Still Period is a whole school in itself. There is a complete world of instruction in its exercises that would impart a lasting benefit in any life, even though personal magnetism were not the goal. Yet this power is very quickly developed by following the directions given and the requirements to follow. The creative work of the other periods must not be omitted. It is the whole structure that makes the edifice.

REQUIREMENTS.

All the natural exercises of this period must be mastered and perfected. We do not insist on your becoming an adept in the mechanical experiments, but would recommend them. The statement in your private record must be true in every particular.

MY PRIVATE RECORD.

I hereby state that I have graduated from each and every stage preceding this in the present volume. I also state that I have carefully read three times every word of Stage Seven, before I began systematic practice; that I have so mastered my muscles that I can remain dead-still at will, and do so remain while in conversation with others, losing no small motions and employing no action except what is necessary for the duties to be performed. I also state that I am able to quiet my nerves at will, and to make the nerve currents reasonably smooth, thus rendering it difficult for any occurrence, remark or feeling to embarrass or excite me.

What I may have failed thus far to accomplish in the present period I will make up by coming back to these chapters for further practice in the future, and I will persist

until perfect dead-stillness of muscle and nerve becomes a second nature.

[Signed] .....
Date of reaching Stage Seven.....
Date of graduation therefrom.....

We are now ready for

STAGE EIGHT.

At the end of this *period*, after you have signed your private record, you may fill out the full-page Certificate which follows. It is a good plan to have some person who is skilled in lettering to insert your name.

CERTIFICATE OF GRADUATION

M

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

[*Signed*]

.....

Seal

STAGE EIGHT.

SMOOTH PERIOD.

CHAPTER XX.

STILL LIFE.

OUR course of training now leads us into new fields of practice, although what is presented in this chapter is based upon Stage Seven, with a wide difference in the way of tests and results. This must be clearly understood in the start, and we will state that the work previously presented has been designed for two specific missions:

1. To bring the muscles to dead-stillness while the life within is most energetic.

2. To bring the nerves into perfect smoothness while the life within is most energetic.

Statuary work is the combination of the two. In the practice of muscular dead-stillness it is allowable to express life in any form and to use any muscles that are needed. The experiments given in the preceding chapter, called mechanical exercises, are for the nerves alone. This distinction must always be understood. Now we unite the two and produce statuary effects.

The definition of a statuary position might be one that embraced the power of complete imitation of a statue. To be sure such training is properly included in other lines of culture. The woman who was told by her husband that she was so restless and uneasy all the time that he was constantly irritated by her presence, did not leave home and go back

to her mother; she quietly went to a school of expression and there learned grace and particularly statuary attitudes. Then she was no longer restless and nervous. A home that might have been broken up and joined the long list of disasters due to "incompatibility of temper" became the bulwark of love. Let husbands and wives do everything possible to retain the home before giving up and separating. If we have no other crown to wear, we are pleased to know that our efforts in carrying the study of magnetism into home-life have saved many men and women from the misery of failure in marriage. We know that over ten thousand couples are living happily together at this time, who would have been divorced but for this very study. (Husbands and wives who are magnetic never quarrel.)

The statuary exercises of this chapter are not difficult to undertake. If you are capable of interest in anything you can go through all the requirements with relish for the practice. The fact that they are not easily mastered does not render them uninteresting or hard to try. They are not everything in this study, but only a part of the general structure. In many cases to be able to perform one or two perfectly might be sufficient. Others wish to take them right through without omissions.

(As a good student studies all his life, so there must be a constant use made of the principles involved in this chapter, as long as the pupil lives. The exercises may be abandoned in a few months after they have grown into habit, but do not abandon the results they produce. (The dead-still attitudes concentrate the electrical or static forces, giving them an opportunity to accumulate while Internal Energy is going, and by a change of the static into the dynamic form of electricity, intense Personal Magnetism is developed.)

Pupils have to grow into this power; they cannot jump at a bound. After the force has commenced to grow it can

be kept growing for many years, just as a child grows into manhood.

The pleasantest period of one's study of this art is when he or she experiences the consciousness of the presence of a new power within, the Internal Energy. We would gladly lead the pupil to that happy condition by a flight to the mountain top, avoiding the toilsome plodding through the valley, if we could; but we cannot. Patience is a test of character; you must have character enough to be patient as you go slowly through the tedious drill of this chapter.

Later on we shall commence the formation of Internal Energy. Then the two means of development will work together. For the present we shall introduce exercises that open the way to those that are to constitute the main practice in this chapter.

THE PROGRESSIVE STEPS IN THE STATUARY PERIOD.

First Step—Sitting Still.

The movements which lead to the sitting position and those which lead from it are elsewhere described, together with the principles underlying them. This exercise deals only with the attitude of sitting.

FIRST DAY.

Attach to the wall or to some object directly in front of your chair on a height with the eyes, a watch having a second hand. If you do not possess this article, mental counting must be substituted; that is, count silently one to each second, as nearly as may be estimated in the mind.

Sit down. Take as easy a position as possible, without supporting the back.

1. Looking steadily at the watch (which must be on a level with the eyes), try to avoid winking for *five* seconds. Rest a few seconds.

2. On resuming you may take the mind from the winking, and think exclusively of the fingers. Look steadily at the watch for *five* seconds and be sure that no movement of the fingers takes place. Rest a few seconds. Do not hurry, as it will cause a loss of time and labor.

3. Resume and look steadily at the watch for *ten* seconds, without allowing the eyelids to move in the slightest degree. Rest a few seconds.

4. Resume and look steadily at the watch for *ten* seconds, without allowing the fingers to move in the slightest degree. Rest a few seconds.

5. Resume and look steadily at the watch for *fifteen* seconds, eyelids dead-still as before.

SECOND DAY.

The pupil must now rest until the next day, and then he must repeat the foregoing five exercises. If he is backward in any experiment he may spend such time as he has at his disposal in that way.

THIRD DAY.

On the third day he may continue the Dead-Still sitting positions as directed below, arriving at the tenth exercise on that day.

6. Resume and look steadily at the watch for *fifteen* seconds, fingers dead-still as before.

7. *Twenty* seconds, eyelids dead-still.

8. *Twenty* seconds, fingers dead-still.

9. *Thirty* seconds, eyelids dead-still.

10. *Thirty* seconds, fingers dead-still.

FOURTH DAY.

11. *Thirty-five* seconds, eyelids dead-still.

12. *Thirty-five* seconds, fingers dead-still.

13. *Forty* seconds, eyelids dead-still.
14. *Forty* seconds, fingers dead-still.
15. *Fifty* seconds, eyelids dead-still.

NOTE.—When the eyes begin to water, continue only five seconds after the unpleasant feeling begins. Do not keep too long at one time on the eye movements. Judicious practice will strengthen the eyes very much.

FIFTH DAY.

16. *Fifty* seconds, fingers dead-still.
17. *Fifty-five* seconds, fingers dead-still, and the eyelids as long as possible.
18. *Sixty* seconds, fingers dead-still, and the eyelids as long as possible.

SIXTH DAY.

19. *Sixty-five* seconds, fingers dead-still, and the eyelids as long as possible.
20. *Seventy* seconds, fingers dead-still, and the eyelids as long as possible.
21. *Eighty* seconds, fingers dead-still, and the eyelids as long as possible.

SEVENTH DAY.

22. Repeat Exercise No. 1, of this Chapter, while respiring in a full, deep and prolonged manner; *five* seconds, eyelids dead-still, and, of course, looking steadily at the watch.

These details will be understood without repeating them in the following numbers:

23. Unite deep respiration with Exercise No. 2.
24. Unite deep respiration with Exercise No. 3.

EIGHTH DAY.

25. Unite deep respiration with Exercise No. 4.
26. Unite deep respiration with Exercise No. 5.
27. Unite deep respiration with Exercise No. 6.
28. Unite deep respiration with Exercise No. 7.
29. Unite deep respiration with Exercise No. 8.
30. Unite deep respiration with Exercise No. 9.
31. Unite deep respiration with Exercise No. 10.
32. Unite deep respiration with Exercise No. 11.
33. Unite deep respiration with Exercise No. 12.
34. Unite deep respiration with Exercise No. 13.
35. Unite deep respiration with Exercise No. 14.
36. Unite deep respiration with Exercise No. 15.
37. Unite deep respiration with Exercise No. 16.
38. Unite deep respiration with Exercise No. 17.
39. Unite deep respiration with Exercise No. 18.
40. Unite deep respiration with Exercise No. 19.
41. Unite deep respiration with Exercise No. 20.
42. Unite deep respiration with Exercise No. 21.

On the ninth day perform Exercises 22, 23, 24, 25, 26, 27 and 28.

On the tenth day perform Exercises 24, 25, 26, 27, 28, 29, 30, 31 and 32.

On the eleventh day perform Exercises 23, 25, 27, 29, 31, 33, 34, 35 and 36.

On the twelfth day perform Exercises 23, 25, 27, 29, 31, 33, 35, 36, 37 and 38.

On the thirteenth day perform Exercises 23, 25, 29, 33, 35, 37, 38, 39 and 40.

On the fourteenth day perform Exercises 23, 27, 31, 35, 39, 40, 41 and 42.

On the fifteenth day perform the two following Exercises:

43. Look steadily at the watch for *one* minute, not moving a muscle of the body, and keeping the mind upon the feet, and especially the toes. The extremities of the body, the fingers and the toes, and the eyelids are the first parts to show "nervousness" or leakage. These must be watched at all times during the day, as well as in these exercises.

44. Look steadily at the watch for *one* minute, keeping the mind upon the *entire body*, being sure that no motion of any kind occurs in any part. This exercise should be performed daily as long as the person lives. The good that grows out of a long continuance of it cannot be estimated.

NOTES.—*All the foregoing exercises refer to the sitting posture, the back being unsupported at the time.*

It is better to have the light behind you.

The watch may be four feet away unless you are near-sighted.

On the sixteenth day perform the 43d and 44th Exercises, and add the 45th, which is as follows:

Second Step—Lounging, Dead-Still.

45. Take a sitting position, allowing the body to fall into a lounging attitude of perfect ease; hold this position without a movement of the fingers, toes, arms, eyelids or head.

Maintain for *two* minutes, watching some object steadily.

On the seventeenth day perform the 46th, 47th, 48th, 49th and 50th Exercises, in the following list:

Third Step—Standing, Dead-Still.

Arrange a watch, as in the first exercise, on a height with the head and as far away as the hands can be easily seen. In standing allow the arms to hang at the sides as dead weights. If all muscular tension is taken out of them they

will hang easily and properly. The weight of the entire body should be borne on the balls of the feet, the heels merely touching the floor.

46. Stand for *thirty* seconds, fixing the mind upon the eyelids, fingers and toes. Do not move any of these a hair's breath.

47. Stand for *thirty* seconds, fixing the mind upon the entire body, and draw in full and very long and deep inspirations, exhaling when necessary, all without the slightest swaying of the body or rocking to and fro, or movement of any voluntary muscle. It is a good idea to keep the chest fully extended and immovable and the shoulders down, but not back.

48. Stand for *forty* seconds, keeping the mind on the entire body as before.

49. Stand for *forty-five* seconds, with the mind upon the fingers, toes and eyelids, keeping them immovable.

50. Stand for *sixty* seconds, keeping the mind upon the entire body, seeing that there is not the slightest movement anywhere; at the same time respiring very deeply and fully.

51. Stand for *sixty-five* seconds, keeping the mind on the fingers, toes and eyelids, seeing that they are motionless. Of course in all these exercises the eyes look fixedly at one spot.

52. Stand for *ninety* seconds dead-still, as to every voluntary muscle of the body; the hands at the side; the second and third fingers of the right hand touching each other very lightly; the same as to the left hand; the eyes looking fixedly at some object.

This exercise is so important that it should be practiced every day during life.

Fourth Step—Frozen Movements.

53. Stand for *one* minute with the entire body dead-still, and the arm raised so as to allow the wrist to rest lightly

against the body, near the hip, and a little in front. Either arm will do. Do not move the eyes or lids, or any muscle of the body.

54. Advance to a table, place the first finger of the hand very lightly upon it, and look steadily for one minute at some fixed object; the whole body being dead-still. As the first inclination to move will be at the fingers, toes, eyes or eyelids, all these points of *leakage* should be guarded.

On the eighteenth day perform the 51st, 52d, 53d and 54th Exercises.

It is not intended to include Sunday in the practice days, although the better habits of life should prevail at all times.

Fifth Step—Statuary Positions.

The normal positions just taken are very exacting in their requirements, and must tax the will-power of the pupil to a great degree.

To stand still, however, is not sufficient. This calmness, this repose of conscious strength, becomes the highest type of manhood and womanhood when carried into the activities of life. Excitement is weakness; calmness is strength; energetic repose is grandeur.

Attitudes are expressive life. The following exercises are stepping stones only to a greater end. Their meaning cannot be fully comprehended until the nerves have responded completely to the tests herein required.

NINETEENTH DAY.

55. Stand perfectly still *one* minute and point with the index finger of the right hand to some spot on the wall. Then repeat for *one* minute with the left hand.

56. Stand perfectly still *one* minute and raise the right hand as if to strike; same for *one* minute with the left hand.

57. Stand perfectly still *one* minute and extend the hand

as if to ask a person to come to you. Same for *one* minute with the left hand.

58. Fold the arms placidly and look calmly at some spot on the wall for *one* minute. Repeat for *one* minute looking angrily.

59. Sit perfectly still for *one* minute, with the elbow resting on a table and the chin on the hand. Look sadly. Repeat with other arm on reverse side of the table *one* minute, looking pleased.

60. Kneel for *one* minute in a perfectly still position, with the hands clasped in front. Repeat for *one* minute with the hands upraised.

In after years make it the chief element of your daily habits to adopt the principles involved in these exercises. For instance, when irritated remain perfectly calm, when nervous or fidgety be absolutely in repose, physically and mentally. When others address you adopt the manner of one who is not easily embarrassed or moved by the remarks or actions of another.

Learn the art of perfect self-control. Do not be afraid to look another in the eye; to remain passionless when others are excited; to turn every disturbing influence into an idle wave battering hopelessly against the strong wall of calmness that hems in and protects that sacred essence of being, your personality.

This is the secret of personal magnetism; and it is a secret that all great men and women have acquired.

TWENTIETH DAY.

THE GREAT ROSE LEAF EXPERIMENT.

This has never been published, but the author has for many years given it as an exercise to his most accomplished pupils, and it has been the means of affording both pleasure and gain in the control of the nerves. When done in class

it is attended by so much enthusiasm that the energy is not lacking within. We think greater progress is made from books; and the expense of hundreds of dollars for class lessons, or for private instruction, may be avoided. The present edition of this book is intended to do away with all need of such lessons.

The Rose Leaf experiment should not be attempted until you have graduated from the preceding stage, as time will be lost otherwise. It consists in filling a goblet with water, while holding the goblet in one hand, the arms being free from the body. When the goblet is full to the top, by the law of adhesion it will hold about an eighth of an inch more. To pour this on requires very great steadiness of nerves. Then the pitcher must be set down upon the table and a rose leaf taken up and floated on the top of the water, without jarring any of the latter from the glass. Thus the one hand will move while the other is held still, and neither must be affected by the other.

When all this can be done easily, the goblet with its extra water and rose leaf must be held out half-arm's length, or about twelve inches in front of the chest, for one minute. Rest.

Next hold it out full arm's length in front of the chest. Rest.

Reverse by taking the leaf away, pouring the water in the pitcher, changing hands; then, holding the goblet in the other hand, fill it full as before, and extra full also, to which the rose leaf should be added.

With hands reversed as just stated, hold the goblet out in front of the chest half-arm's length. Rest.

Next hold it out full arm's length for a minute in front of the chest. Rest.

With the goblet full as stated and the leaf floating on top, pass it to the other hand, then back again. In class

work we used to pass it from pupil to pupil until some one spilled the water; then we would begin over again.

A very difficult task is to pass the goblet from the hand to the table, then from the table to the floor and back again. A stooping position tests the smoothness of the nerves as much as anything can do.

The goblet is then raised to various heights and positions.

When connected with much muscular effort, these smooth-nerve tests do not always accumulate magnetism, although they tend that way. When associated with tensing they never fail to develop magnetism rapidly. When done with flabby life of the body, they are neutral, and have no value except to teach control. When done with energy within the chest, they quickly accumulate magnetic power. As we have said before, they are not all

DOMESTIC EXPERIMENTS.

1. *Dressing.*—Put on a coat or jacket without the loss of any motion small or great. The fidgety person will have trouble in finding the sleeve-hole, or something will hitch. Even the button must go into place with ease and smoothness. Commence by placing the coat in some part of the room or in a closet, resting upon a chair, table or hook; lift it from its place, pass it to the proper position in one hand, adjust the clothing to suit its coming on if need be, insert one arm, secure the other part of the coat in the opposite hand, place the other arm in the hole, bring it to place, and button it; all to be done smoothly and easily.

Repeat by putting it on with more speed, after taking it off carefully.

Then repeat by removing, putting on and removing as rapidly as possible, yet with no loss of motion.

2. *Shoes.* If you have a pair of shoes that lace, put them on and then insert the strings, avoiding the loss of any motion, however small. When this is done, unlace them. Do not use force. The exercise is of no value unless there are at least a dozen eyelet holes in each shoe. Every movement must be smooth and free from hesitation.

Repeat by lacing and unlacing them with more rapidity.

Again repeat and use all the speed possible.

As irritability destroys magnetism the purpose of smoothness in these exercises is double. There must be gentleness of action and placidity of mind in every detail. That which would ordinarily cause you to scold must now be welcomed as a test of your perfect self-control.

3. *Books.*—Take a book from a table, open it at any page and turn ten leaves forward. Close the book, place it on the table, and again take it up with the other hand, the purpose being to reverse hands. Open it, turn ten pages forward; shut it; open again at another place and turn ten pages backward. Two leaves must not be turned at the same time, no leaf must be missed, no motion must be lost, and every detail must count some value. This is a very difficult thing to do successfully. The longest finger of the hand, which is the second from the thumb, must be used in taking hold of the leaves, and it must be done at the top of each page.

4. *At the Table.*—Come to the dining table, take a seat, and attend to all the duties devolving upon you so as to include all the results sought in this and the preceding period. The main principles are those that teach smoothness, dead-stillness of every part of the body, and the prevention of the loss of little motions. The last-named result is attained by making each action count. We have seen persons make two or more movements of the hand to pick up a knife or a fork, or to take hold of the edge of a folded napkin, or to

lift a reversed plate, or to get some unstable article of food to rest upon a fork. Take, for example, the turning over of a plate that is upside down. There is but little of the rim that can be seized by the fingers; some persons make a dozen or more efforts to get a good hold; and yet a waiter, accustomed to it, has no trouble in reversing it. Be sure where everything is when you are seated at the table; hit nothing; drop nothing; let each movement be smooth and accurate.

CHAPTER XXI.

CURVES AND CIRCLES.

DID it ever occur to the reader to watch the movements of skilled artisans? It was not the nature of the work altogether that determined the skill of the workman. It was not often that a certain esthete said anything worth remembering, but he once made a truthful remark when he declared that "the most perfect grace could be seen in the attitude of a common miner as he stood with uplifted pick, about to strike a blow."

If the reader will go among the skilled men and women in any trade he will find two classes of persons at work.

1. Those who use unnecessary straight lines and angles in their movements.

2. Those who use curves and circles.

The first are always inferior workmen, and never rank as the most skilled artisans. They are also "nervous" and, in many cases, irritable. A peculiar fact is that they lose many small motions in the course of an hour.

In a previous chapter the proposition has been laid down that angles cause a great leakage of vitality, and prevent the accumulation of magnetic force. It was also laid down that *lost motions* not only indicate, but cause, an erratic action of the *nerve-force*. There can be but little skill in any workman who is troubled with either of these.

What has this to do with Personal Magnetism?

Much. We have already presented a series of exercises to overcome the erratic action of the *nerve-force*. We next give a chapter of exercises to stop the *leakage* of magnetism. When the *leakage* has ceased this potent influence com-

mences to accumulate. *There can be no accumulation of magnetism while the waste is going on.*

We step from stone to stone in regular order, each process following the other logically. One chapter was devoted to overcoming "nervousness" arising from motions which we make unconsciously, and which are bad habits. The present chapter deals with motions that we make consciously, directed by the will, but imperfectly executed by the nerves.

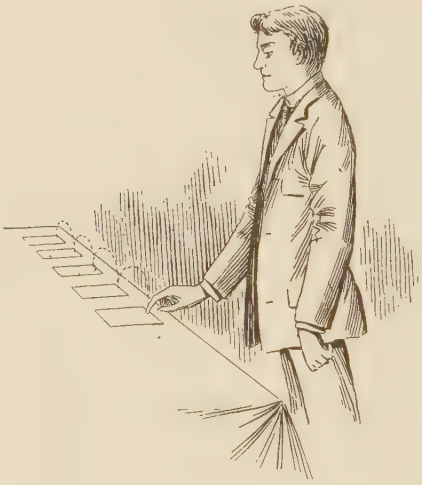


FIG. 14. PICKING UP CARDS BY CURVES.

Not alone in work, but in every act of our lives, in business, in professions and in art, we are called upon to use motions. If these follow the rules laid down for the use of *curves and circles*, and *lost motions* are avoided, there can be no waste of nerve-force, and it is a sure consequence that there must be an accumulation of magnetism.

An inferior workman could easily become skillful by changing angles and straight lines into curves and circles, and by overcoming the lost motions which indicate an erratic action of the nerve-force.

But it is in the larger field of life's work that we are to direct you; the reference to artisans was merely incidental, but at the same time very valuable.

The exercises herein given must be carefully practiced, as they form one of the intermediate steps in the acquirement of "Personal Magnetism."

Exercise I. CARDS. Place as many cards as you can find room for, in a single straight line on the edge of a table, the pieces to be seven inches apart. Approach the table, standing, and touch the extreme left piece with the right hand, or the extreme right one with the left hand, using the first finger only; the second and third fingers hanging down will slightly touch each other, and the little finger will be slightly apart and nearer the palm. Touch every piece of paper on the table as delicately as you possibly can, and pass from one piece to the other by curved motions, avoiding angles and straight lines; then pass back again with the same finger to the point of beginning. Next try the first finger of the left hand in the same way. Afterward employ each finger of both hands.

The arm must be free from the body, unsupported, and there should be a smooth action of the whole arm, consisting of a little motion at the wrist, at the elbow and at the shoulders; that is, do not make all the motion at the wrist, or shoulder, or elbow, but at all combined at the same time.

Exercise II. MARBLES. Place twenty marbles near the edge of the table. Using the thumb and forefinger of the right hand to pick them up with and the left hand as a receptacle. to hold the marbles, take every one of them one at a time from the table to the left hand, by a curved motion from the table to the left hand; this constitutes a rising curve, like an arch. The thumb can then be used with each of the other fingers, after the marbles have been replaced on the table.

In Figure 15 the left hand is supposed to contain a number of marbles that have been picked up by a rising curve for each. This curve should be a fair compromise between a straight line and too sharp a curve, for if the movement is

FIG. 15. PICKING UP MARBLES IN CURVES.

too high it will amount to a mere flourish. It is possible to make a pass of the hand that will seem to be in a straight line, while in fact it is a pure curve. All overcurves, that is excessive curves, are affected and unnatural.

Exercise III. MARBLES IN CIRCLE. Repeat the last exercise, by moving the points of the thumb and finger in a complete circle, which will dip to a plane of about forty-five degrees; that is, half way between a perpendicular and a horizontal course.

By this movement every marble may be picked up and placed in the other hand by a continuous chain of circles,

each running into the other, and without a single straight line or an angle.

A partial illustration of this is seen in the foregoing figure; although but one complete circle is there made. It is an exercise of considerable value, as it taxes the smooth movement of the muscles under control of the nerves; and you will quickly find that it cannot be done without much

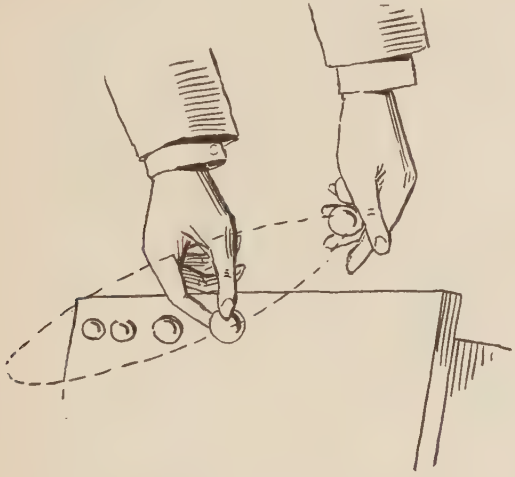


FIG. 16. PICKING UP MARBLES IN A CONTINUOUS CURVE.

practice. A peculiarly beneficial reaction occurs after the marbles have been thus picked up a hundred or more times, each time including the entire series of 78 marbles. Twenty trials will hardly suffice to show any results; nor will the hitching angles and jerks be eradicated from the nerves in so limited an amount of practice. The circle of Figure 16 must be repeated until a chain of circles appears.

Exercise IV. GOBLETS. Place six goblets in a row near the front of the table, each about eight inches from the other. Take up the extreme left goblet with the right hand or the extreme right with the left hand; by an overarching curve place this goblet in a position about twelve inches back, and

continue by curved movements to transfer all of them in the same way. Then bring them back again by a series of circles on a horizontal plane, continuing an unbroken chain or circle.

The thumb and one or two fingers should be used at the neck or small part of the goblet.

FIG. 17. MOVING GOBLETS BY CURVES.

The value of the foregoing exercises is to train the nerves to a correct control of the muscles by a sudden use of slight strength at the extremes of the hand. It will be found that this requires the first display of tensing; and illustrates the feeling of the nerves during the tension of the muscles. It should be repeated once a day, at least.

Exercise V. Take a book in the left hand with the first, second and third fingers at the back, the thumb on the left hand inside half of the open book, and the little finger on the right hand page. It would be better if the first finger could be placed on the outside of the left cover, and the third finger

on the right cover. By small circles with the right hand practice the following:

1. Turn five right hand leaves with the first finger of the right hand taking hold at the top of each leaf.

2. Same with the second finger.

FIG. 18. TURNING LEAVES BY CURVES.

3. Same with the third finger.

4. Same with the little finger.

5. Same with each of the four fingers in succession, turning one leaf with each finger.

6. Repeat the five movements with the left hand. Make no straight lines or angles.

Exercise VI. THE LIGHT TOUCH. Impulsiveness not only leads to awkwardness, but also to a waste of energy.

The *Light Touch* is an exercise which overcomes the raggedness of impulsive grasps or touches in taking hold of anything.

1. Stand about seven feet away from some table, walk easily up to it, and place the points of the four fingers and the thumb of the right hand as lightly as possible upon the table. Make the touch so light and gentle that it will be difficult to tell just when the fingers reach the table. There must

Fig. 19. Lifting by the Light Touch.

be no tremulousness of the fingers; if this occurs, especially as the fingers are near the table, it indicates a leakage of *nervous-power* constantly going on, without your knowledge.

2. Place a tumbler (not a goblet) on the table. Approach it quietly and take hold of the top with the thumb and second finger; the contact or touch must be so gentle and light that it seems imperceptible. There must be no jarring of the tumbler, and no tremulousness of the hand. The thumb and second finger should reach the opposite sides of the glass at the exact instant of time.

3. Repeat the last, and, in addition thereto, approach the tumbler by a curved line, and with a very delicate touch lift it from the table.

4. Repeat the last, varied only by filling the tumbler with water and lifting it by a smooth and somewhat rapid motion

so skillfully that the water will not even be jarred. The water should be even full with the top.

Do not be discouraged if it seems impossible to do this without much practice.

Having given some exercises to assist you in developing a new habit in the use of the hands and arms, let us try and make a practical application of the principles in our everyday life. The only way to do this is to practice the foregoing exercises until the movements come to you naturally.

When this is done, try and adapt the curve, and sometimes the circle, to all your movements. If the curve is too pronounced, that is, if it has too much flourish, it will not serve the purpose so well, and you will appear to be affected. Avoid that.

One of the best ways to commence to adapt the curve to the everyday movements of life is at the dinner table. Make it a point to pass as many things as possible; do it gracefully, easily and with a smoothness of action.

A mistake is often made by those who feel sure that they have a good curve. A part of the movement is in a curved line, but another part of the same movement is straight or angular. That will have to be guarded against.

Slow movements in a straight line are not bad if there is no jerk or tremulousness at the beginning or ending of each straight line.

The pupils who have faithfully practiced them, and all of them, will feel like new and better beings. It is not a matter of speculation whether or not the exercises will stop all leakage in a person—it is a *fact*. The author knows that persistent practice will accomplish this. In most cases it will require time and labor. The latter will be tedious, because of the monotony attached to it. Whenever the tediousness becomes oppressive, rest for a while. On resuming you will

find the work less intolerable, until in time the tediousness will wear away. You will then *enjoy* the work.

In closing this chapter, we give a final exercise in the experiments of personal magnetism.

THE SPRING-BAR EXERCISE.

Those who care to test the present condition of the nerves will find this exercise interesting.

Procure the services of a carpenter. Take two pieces of wood, eight inches wide and two feet long. Join them together at the ends, so as to form a right angle; the two

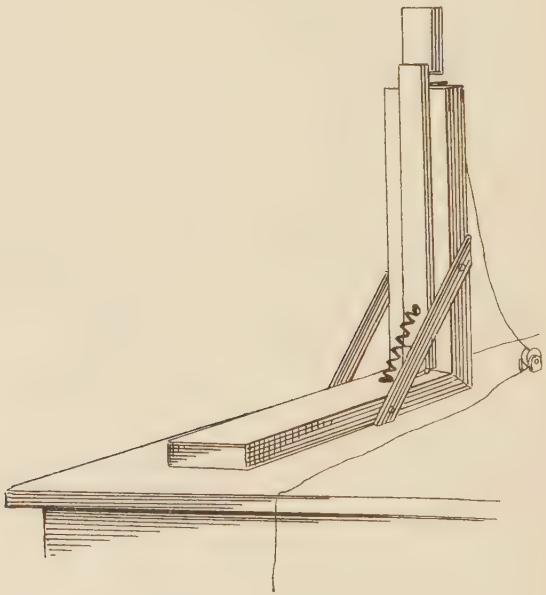


FIG. 20. THE SPRING-BAR NOT IN OPERATION.

pieces of wood now present a half of a square frame. Braces or supports may be placed at the side so as to stiffen the work. Take a piece of hard wood four inches wide and twenty-eight inches long, being four inches longer than the first pieces,

and attach one end of this by a hinge to the inside corner of the half square, where the first two pieces are joined together. Place the half square in such a position as to have one side horizontal and the other perpendicular, the corner being down. Bore a hole through the horizontal piece a few inches from the corner. Attach the strongest spiral spring that you can procure to the inside or movable bar, and through the hole to the under surface of the horizontal piece. If the bar is lifted up so that it stands perpendicularly against the upright piece of wood and then is let loose, the power of the

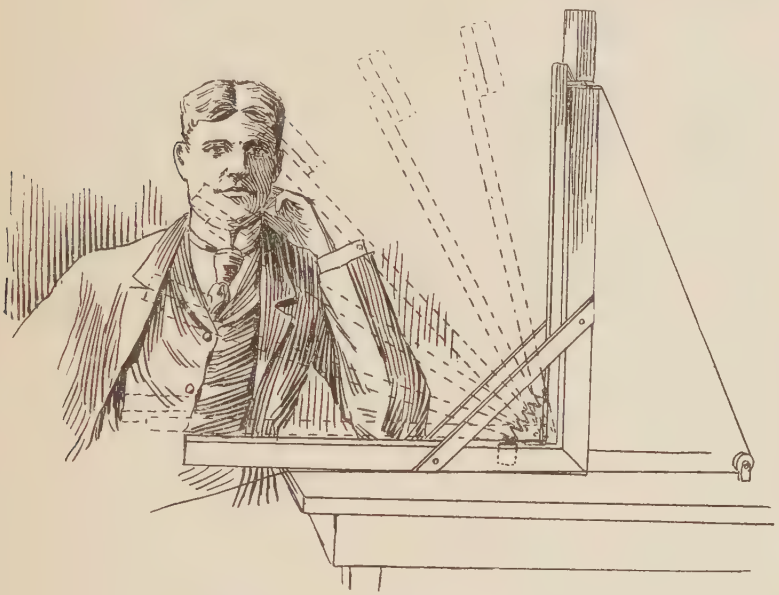


FIG. 21. THE SPRING-BAR IN OPERATION.

spring will cause it to return to a horizontal position with great speed. The central bar being four inches longer than the side half square, there is room to attach a bright red tin box about three or four inches square.

The whole contrivance is called the "Spring-Bar." To set it you should procure some attachment so easily adjustable

that by touching it or pulling it with a string the bar is instantly set free and returns to its flat position.

It is better to try this with the assistance of some person who will release the bar. The return must be of the greatest possible speed. Any person of ingenuity can make the "Spring-Bar." The spring must not be a weak one.

Place this upon a table tied down, if need be, so as to not fall over. The pupil must kneel upon the floor or upon a cushion in such a way as to bring the chin to a level with the table. The eyes should watch the lower corner of the "bar" near the hinge, when the upper end has been lifted, with the red tin-box attached to the top of that end. If the bar is set the pupil cannot see the red box. It is important that it be completely obscured. The color of vermilion is the best shade of red for that purpose.

Previous to setting it the pupil should place the head in such close proximity to the end of the bar that in its descent the red box, coming suddenly in sight, will pass within two inches of the eyes. To do this the head should be slightly inclined forward.

Practice. Set the bar, then spring it; that is, release it. There should be a lapse of ten seconds between setting and springing the bar, during which time the pupil should look steadily at the lower inside corner of the half square, or at the spring.

As the box passes the eyes there must not be the slightest movement of the lids, not the fractional part of a wink. If the nerves are partly disordered there will be a temptation to wink.

A variation of the above practice may be had by placing the eyes within a *half inch* of the red box as it passes the face, and not wink. The head had better be adjusted accurately, or else the tin box may light on the bridge of the pupil's nose. The purpose of the exercise is, first, to measure the amount

of your excitability, and, second, to train such nervous defect out of your system. It was said of Napoleon that the exploding of a cannon close by produced not the slightest change of his features, not even the wink of the eyelid.

"NERVE BALL."

A GAME FOR STUDENTS OF MAGNETISM.

The following game is introduced here as a means of relaxation. It is very beneficial to the individual who would calm the nerves during some little inward excitement. The game may be played by one or more persons. As a solitaire it is just as interesting as if played in competition.

It is not necessary to indulge in this pleasure in order to graduate from this period. Nor is the fact of a low score in the beginning any evidence of lack of smoothness, for it will take some practice for even a very magnetic person to "place" the ball at first. When it can be "placed," then all after games are real gauges of nerve conditions. We remember very many years ago that this game was the favorite relaxation and amusement of the most magnetic person we have ever seen.

The play impulse is the cause of a continuation of youth in old people; but it must be a kind of play that requires action of the whole body on the feet, and that does not leave the mind gloomy through disappointment. We have examined thousands of games and do not know of one that is the equal of "Nerve Ball" for all the purposes sought. We recommend it here because it is a gauge of the nervous condition.

HOW TO PLAY "NERVE BALL."

In the first place, get three balls of hollow rubber, light in weight and about six inches in circumference or two inches in diameter. Heavy balls may serve to test the muscles,

but light balls require steadier nerves and more energy to propel them. They should be of a different color each, which may be done with paint. One should be white, one red and one blue.

The receiver should be made of pine wood, a half inch thick, six inches wide and thirty inches long, four pieces being nailed together, so as to make a hollow box thirty inches long. The top of the receiver will be uncovered, presenting an opening six inches square. The bottom will be closed by a board one foot square, nailed firmly to it, which serves as a rest. The board must be heavy enough to prevent the receiver from being knocked over by the force of the ball.

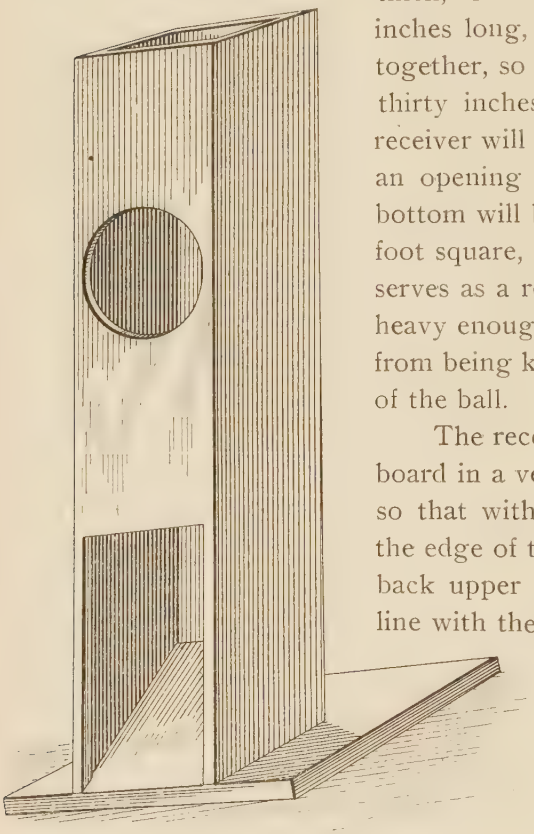


FIG. 22. FRONT VIEW.

The receiver is not placed on the board in a vertical position, but leans so that with the front lower face at the edge of the twelve-inch board the back upper part will be on a plumb line with the back edge of the board. This puts the receiver six inches out of plumb, leaning away from the player.

A round aperture, full five inches in diameter, is placed in the front face about six inches below the top, while the opening above is square, and one inch wider. The front board is also open at the lowest part, the space being ten inches high and the full width of six inches. Inside of this part of the receiver is a thin board which is about nine inches

long and leans from the front edge of the bottom board up to the back of the receiver, so as to cause the ball to roll toward the player. If it is constructed properly it will return every ball that goes in either opening.

The player stands nine feet from the receiver, with both heels together and the feet turned out so as to make an angle of about sixty degrees, known as the military attitude. There are two games:

AMATEUR BALL is played to the round or vertical opening, being very much easier to play.

PROFESSIONAL BALL is played to the square or horizontal opening in the top of the receiver, and is very difficult, owing to the fact that the ball must be made to pass through a parabolic curve in order to enter.

We advise you to play the Amateur game, and all the following description is based upon that alone, although it would apply equally well to the Professional game.

RULES OF NERVE BALL.

1. There are ten innings.

2. The player must toe a line nine feet from the nearest part of the receiver.

3. The red ball must be played first, and it is kept in play until a miss occurs; then the white ball is likewise used until it misses; finally the blue is used; and when each has missed, the inning is closed and the score recorded.

4. A miss is made when the ball does not enter the aperture of the receiver.

5. In Amateur Ball the round aperture must be entered in order to score; if a ball goes in the upper or lower aperture it counts a miss.

6. For every time the ball enters the round aperture or

opening a score is made; no matter if it comes out at the same opening or at any other.

7. After an inning the player, whether engaged alone or with others, must sit and rest not less than a full minute.

8. The same ball must be played until it misses. If it does not come out at the lower opening and roll back to the player, it must be found and kept in play. Thus if the first ball, the red, shall enter the round opening once, it must be secured and again played to it; and, if it goes in the second time, it must be used again, and so on.

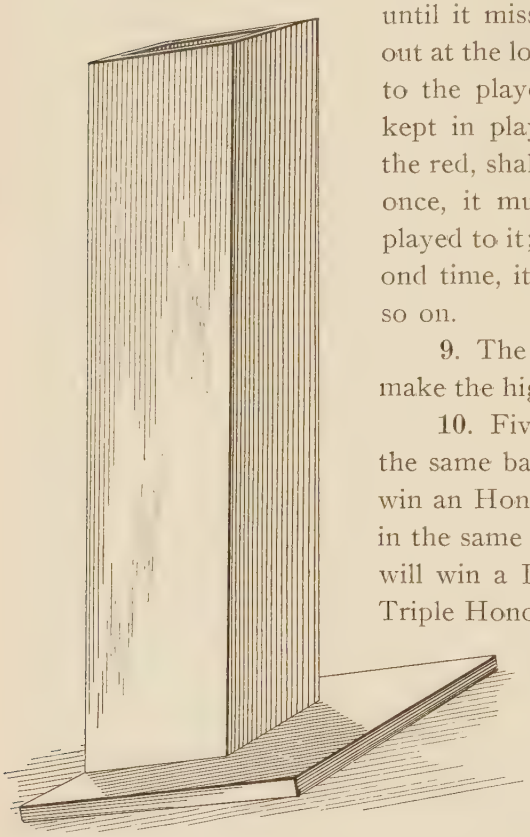


FIG. 23. SIDE VIEW.

9. The object of the game is to make the highest score in ten innings.

10. Five consecutive plays with the same ball in the same inning will win an Honor; ten consecutive plays in the same inning with the same ball will win a Double Honor; fifteen, a Triple Honor, and so on.

11. When a ball has made a miss it is out, and cannot be used again in the same inning.

12. All games should be numbered and kept on record in a score book, with the date, the score by innings, the total and the Honors, if made.

13. A series of games is any number necessary to reach an individual score of **100** points.

14. The ball may be tossed or thrown; it makes no difference how it is played.

15. Stooping, leaning, or any position not an erect one is not allowed.

16. If 100 points are reached before the end of the tenth inning, the game shall stop at once and go on record as an unfinished game.

17. A player who can play an unfinished game must engage against his record, and seek to reach 100 points in the least number of innings.

We append the diagram of a blank record for keeping score. This provides for the name of the player, the date of the game, the number of the game, the score made by each ball, the total of each inning and the final total. Any book will do for keeping this record, but it must be kept in a book and the playing of every game preserved for future reference.

A SCORE RECORD. Game No. . . . .

PLAYER . . . . . DATE . . . . . .

	INNINGS.										
BALL.	1	2	3	4	5	6	7	8	9	10	TOTAL GAME.
RED											
WHITE . . .											
BLUE											

The eye measures the distance, the brain calculates, and the muscles throw; but the condition of the nerves at the time of playing will be told in the character of the score, after the eye, brain and muscles have done the preparatory work. As we have stated, the most magnetic persons would fail at first, for the eye, brain and muscles must learn the distance, speed and direction required, all of which are matters of experience, not magnetism.

HOW TO PLAY.

To place the ball in the round opening, which is the amateur game and the one to be preferred, every possible grade of speed may be used. The slow ball is the best test of steady nerves; the swift ball depends more upon the accuracy of the muscles, although the nerves have much to do with its delivery.

When the ball is played the body must be perfectly still, the left hand at the side, and there must be no forward leaning, swaying or other motion of the body. The arm that delivers the ball swings from the shoulder, and no other portion is to be influenced by this one member.

The ball is to be held between the thumb and the first three fingers, and at the tips only—not taken in the hand. The thumb is in its best position when on the upper side of the ball. It is allowable to swing the arm two or three times before delivery, so as to get control of the muscles and steady the nerves. Too much preparation of this kind is bad. A good player holds the ball forward, gives one long backward swing of the arm, and then delivers it. This is the best.

If you are left-handed the ball should be played with that, and the right hand should hang down by the side.

Difficult plays are made by using the hand which is not ordinarily employed, as the left hand of a right-handed person, and the reverse.

Playing professional ball requires much greater steadiness of nerves, and should not be attempted until a person is able to reach a score of one hundred in one game of ten innings at amateur ball.

END OF STAGE EIGHT.

HOW TO GRADUATE THEREFROM.

Of course you will say that this period is the hardest of all. This is quite true. While we hope that you will see your way clear to undertake each and every detail herein, we cannot insist upon your doing it all, and we therefore except the following parts. In other words, you may graduate and omit some of the exercises.

1. You may omit the game of "Nerve Ball" if you do not care for it, although it affords much pleasure and yields much benefit. You should remember that folks grow old and become decrepit very rapidly when the play impulse is lacking. Nature implants this impulse in all healthful, normal physical life from the least to the greatest of the species.

2. You may omit the Spring Bar exercise. This has its value, but it is very likely that you may be able to train the nerves to coolness under sudden excitement by other means.

This would require you to perform successfully the Twenty Days of Chapter XX. The exercises are very brief and need not consume more than four minutes a day on an average.

In addition to these exercises you must attempt the Great Rose Leaf Experiment and accomplish something in it. If you make progress each day for at least four days, even if you really fail in the experiment, you may pass it for the present.

All the exercises of Chapter XXI must be performed on not less than four different days *after* the twenty days of Chapter XX. If you make progress in them, you may pass on, even if you cannot do them perfectly. The Spring Bar exercise and the game may be omitted. When ready to graduate you may fill out the following statement:

MY PRIVATE RECORD.

I hereby state that I entered upon the Smooth Period on.....19..., and having three times read every word thereof, and met every requirement as directed, I graduated from this period on....., 19...

[Signed in ink].....

We are now ready for the

NINTH STAGE.

At the end of this *period*, after you have signed your private record, you may fill out the full-page Certificate which follows. It is a good plan to have some person who is skilled in lettering to insert your name.

CERTIFICATE OF GRADUATION

M.

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

[*Signed*]

.....

STAGE NINE.

ENERGY PERIOD.

CHAPTER XXII.

THE TENSION EXERCISES.

THE more interesting part of our study and practice is now reached.

We have in the previous chapters taken two steps; one series of exercises stopped the leakage of vitality that was constantly taking place; the other series overcame and corrected the erratic action of the nerves.

The pupil who has mastered both of these will find himself possessed of normal self-control, which will be sufficient for the work now to be undertaken, although it may also be the fact that he is further advanced.

The following presentation of the system of development may be interesting.

1. A person who wastes the *nerve-force* of the body faster than it accumulates, belongs to the class of people called "nervous."

2. A person who uses his *nerve-force* no faster than it accumulates, possesses normal self-control.

3. A person who accumulates more *nerve-force* than ought to be used in a healthy and well-constituted daily life, is magnetic to a certain degree.

4. Electricity and its consequent magnetism lie dormant or latent in every drop of blood and every particle of matter in the human body.

5. A person who can develop this latent electricity to an unusual degree possesses an irresistible power.

6. Any person who has stopped the *leakage* of the *vital-force*, and has corrected the *erratic* action of the nerves, will be able to develop electricity to an unusual degree by the exercises of this and the following chapters.

If we will constantly keep in mind the fact that we are *filled* with latent electricity, we shall better succeed in the work immediately before us.

The principle of life cannot be explained, yet it is a process constantly generating the magnetic power. The author has known of many persons who have so mastered the exercises of this series of lessons that they could easily feel the life principle at work within them. This has proven the seat of life to be co-extensive with the brains and the organs enclosed within the walls of the chest, the spinal column and the diaphragm. Physiologists who analyze this agency will at once comprehend the deeper questions of life.

280

Tense conditions magnetize.

This is the 280th Ralston Principle. It is the central law of magnetism. In the first place, it is necessary to understand what is meant by the word *tense*. The dictionary very nearly expresses it when presenting the definition as "not lax." It is also called "rigid," or possessing the power of firmness. In this study the meaning of the word *tense* is this: *The power or condition that exists when any part of the body is passing from a state of laxity to a state of rigidity.*

It is the opposite of *laxity*.

It is not *rigidity*.

In a condition of laxity the muscles are devitalized or devoid of life-expression. In a condition of rigidity the muscles are set; the work is done; the end is attained. Nothing is going on at the time except that the nerves are holding the muscles in place just as a man might hold a stone

or a wall. To make this matter clear several principles must be presented at this place and discussed together.

281

Setting the muscles produces muscular energy only.

This is the 281st Ralston Principle. We see illustrations of the various uses of the muscles in the way calisthenics are performed in classes, as much in the high schools as elsewhere. When the movements are languid, we call the muscles devitalized or lax. You may try these and see what is meant: Stand; raise the hands to the shoulders; shut up the fingers lightly, half clinching the fists. Extend the arms slowly in the front, oblique front, lateral, and other directions, and back a few times, keeping the motions as languid as possible, and in every sense lazy. Then do them rapidly but lazily. You see it does not make much difference what degree of speed you use, if the muscles are lax.

In such manner are most of the exercises, calisthenics and other movements performed in schools and under the direction of teachers of physical culture, and the time is more than wasted. Lax movements and lax conditions produce weariness. Lax walking is the cause of exhaustion. Like begets like. It is not good logic to suppose that a muscular action can originate of itself; if it can, why will not an amputated arm act as well by itself as when it has life to move it? Or why does an electric current cause a detached leg of a frog to move its muscles?

There must be energy behind the motion, or it will have no vitality, and the nearer we get to the condition of energy the farther we go from the tendency to weariness and exhaustion. For this reason any lax movement is a detriment to the vitality of the body; it is plain to understand that it loses its own stored-up force without having it replenished from the source of supply. Therefore, lazy walking, or lax walk-

ing, to use a more polite term, is wearying. Therefore, also, the lax manner in which gymnastics, calisthenics and physical culture movements are performed destroys all their value and even detracts from the condition of the body prior to their employment. This is why so many hundreds of thousands of persons fail to get benefit from the most valuable of all means of health.

If the growth of the muscular strength is what is sought, this end is to be attained under the present principle, 281. It is by setting the muscles that we make them strong. The attempt to hang by the arms from a horizontal bar without setting the muscles will tear away tissue that is necessary to health. Pulling in the same way is injurious. But just as soon as the muscles are set the tissue is protected and vitality supplants laxity. Any experienced person knows what we mean. The method by which strength is attained is found in this law; yet nothing but muscular strength comes from such practice. The facts may be concisely stated as follows:

1. Lax movements weary and exhaust.
2. Set movements strengthen the muscles.
3. The continual use of set movements leads to stiffness and awkwardness, unless relieved by counter-movements.

The farmer and common laborer never make use of the counter-effects; their bodies lose their graceful shapes; they are strong enough, but never graceful or magnetic. It is almost always possible to find grace among skilled artisans, for they relieve the body of its set condition by counter-effects. It is also generally possible to detect a magnetic person by a single movement, and often by the attitude taken when in a position of rest.

282

Magnetic tensing is the transit from laxity to rigidity.

This is the 282d Ralston Principle. The tensing is not the laziness of devitalization, nor is it the stiffness of rigidity.

In other words, it is not a condition of rest or of fixed strength, but a process of change. It is the progressive increase of energy. The process is one that may be easily understood. When nerves and muscles are lazy, they depend upon no supply of power from the vital sources of the body. When they are set, they are held by a fixed degree of energy, which is alive but not progressive. When the muscles are taken from a lax condition to one of strength, but not allowed to reach a limit or to become set, the nerves are kept in a progressive condition. This ever-changing effort makes a continual demand on the source of supply, and the creation of energy is the result of that demand.

There can be no growth of vitality where there is no occasion for its use. Nature ordains that a demand shall be necessary to create a supply. The same law holds true everywhere. The muscles will not grow at all if they are not used. Being used, they break down their tissue; the blood is excited toward this breakdown, and it leaves its nutrition to repair the waste, a thing it would not do had there been no effort, no breakdown, no waste.

The only process by which man is able to generate electricity within his body is by tensing. This consists in many ways of using the body. We see the most noticeable examples of it in persons who appear before audiences to speak, sing, act or otherwise hold the interest. They are more readily observed, more readily singled out, and we find their actions more generally understood. A person possessed of magnetism does not tense and set the body all at once, for, if he were to do this, the influence would soon be gone.

We recall hundreds of cases of lost magnetism owing to this mistake. Here is a lawyer, young and inexperienced; he rises to address the jury on an issue of great importance; he is full of his case; his magnetism springs from eye and voice and bewilders his listeners in the opening sentences;

he does not begin easily and increasing his energy gradually, as one of skill in the magnetic art would be sure to do; he plunges into the case with pent-up power blowing off all its steam on the first words; he holds all hearers in thralldom; then, in five minutes, he feels that it is all gone, and the interest flags. His case is lost. He wearied the jury. He commenced like an Alexander and ended like a tired child. When his magnetism was blown off in the first few minutes all his zeal, his earnestness, his power had to vent itself in force; he shouted and gestured vehemently; having allowed his magnetism to escape, he wearied the jury.

Many and many a speaker has told us that this has been a common experience. They did not know the cause or the process of the loss, but they knew that they began with a magnetic charm and soon felt its collapse; then how empty and hollow the voice sounded. Speakers who know nothing of the technical laws of magnetism are obeying those laws on the negative or the affirmative side; they are failing or succeeding by them. To commence any effort with a full head of energy means a blow-off, and no opportunity is afforded for generating the power, for there is no tensing.

All greatness is plain, simple, humble and quiet in its introductory efforts. This allows opportunity for tensing, for growth, for an increase. Whether a conversation, a transaction or a speech, it is to be likened to movements of the arm, thus:

1. When the lax arm and hand are passed forward and back, as in calisthenics, no energy is expressed, and this would represent the indifferent speaker.

2. When the fist is held tightly clinched in the movements, the physical and noisy speaker is represented.

3. When each motion of the arm begins languidly and energy is called in gradually and increasingly instead of all at once, the magnetic speaker is represented.

It is worth one's while to watch such a person, whether speaker, actor or conversationalist. Let us look at the first named, the speaker. He steps forward on the platform, calm and easy. The audience may be regarded as strangers to him, or he to them. What will his effort prove him to be? We cannot tell as yet, for we know nothing of him by reputation or experience; but the student of magnetism may detect in his repose and coolness the evidence of a magnetic power yet to show itself. This, however, may be born of stupidity and cheap conceit. A few minutes of time will tell; for, if he is of the latter mold, the moment he attempts to warm up he will evince nervousness, and he will warm up suddenly.

He proceeds as easily as he began, but he has not displayed any evidence of the great orator. To be sure he speaks fluently and steadily, if somewhat slowly. His language is interesting; it shows thought, care in preparation and a belief in its declarations. The audience listen well. They really know that it is not above the average quiet efforts of oratory, but it seems smoother and pleasanter. They like it. They feel that it is going to be more interesting; that something greater is at hand. The very atmosphere seems to contain that information. The man does not rear, or leap, or plunge; he makes no strides, no bursts of speed, zeal or power. It is as though his faculties were horses of fine mettle, capable of all that could be desired, yet checked in and trotting along at an easy jog.

Soon the interest deepens. It appears to be in the facts presented, but the voice and manner present them so pleasingly that the audience would rather hear them than read them. Now the student of magnetism notices that the eyes of the speaker have darkened; no one else pays any attention to the tiny fact. The gray or brown or blue or hazel has not changed, but the pupil has distended, and this always appears black. Then the student of magnetism, sitting on the plat-

form or in the front row, has observed that the body of this speaker, untrained in the art as he probably is, has changed; the chest is gradually, very slowly indeed, solidifying; it is full, large and firm, but motionless; the arms no longer hang devitalized, nor have they suddenly become rigid. The shifting from the easy repose of the opening lines to the energy that follows has been imperceptible to everybody except the keenest observer. The speaker is not only holding his magnetism, he is collecting more, generating it rapidly by the very method he is employing of slow tensing; and soon it is felt upon the waves of his voice.

Every ear is attentive. Little by little, unconsciously to the audience, the speaker has increased the tension of every part of his body and of every faculty. He himself may have no knowledge of it, for he may not think of it, but the fact exists in him as in all magnetic persons, that there can be no increase of power unless it is accompanied by a corresponding increase of tensing. How was this fact ever seized upon for exercises in this art? Simply because it was universally noticed that all men and women who were possessed of personal magnetism were always in a tensed condition while cool and under perfect control. They were not devitalized, lax, flabby, on the one hand, nor were they set and physical on the other. They kept themselves in a condition between the two extremes. This can always be seen illustrated in any case to-day. When the speaker is getting control of his audience he is very quietly tensing his body. It is a gentle change, but nevertheless a powerful one in its effects.

Then came the experiments with the sensitive needles, wires and recorders, which show the changes that are produced in an electrical way by the various acts of tensing the human body or any of its parts. These have done more than anything else to prove that the vitality of the body is of an electrical nature.

283

Tensing is a vibratory condition that acts upon the ether.

This is the 283d Ralston Principle. By the present use of the word we refer to that quiet form of increase in the development of energy that never reaches its limit of power. It is gentle, but not lax. It is firm, but not set. Between the extremes there is opportunity for a long range of increase without too great firmness. If we can make this clear we shall be able to get you started right in the present period; and that will mean much to you. What further can be said to make the facts plain?

We have met students who have failed, and we can always tell in advance why they have failed. A gentleman called upon the author some years ago and said, "I have not made as much progress in the development of magnetism as I ought, although some of my friends have done remarkably well." We replied, "It is possible to write down the cause of your failure before you explain anything in detail," and we wrote and sealed a brief statement which we gave him. Then we asked him to perform the tension movement a half-dozen times. This he did. We said, "The cause of your failure is in that envelope. Open it." He did so, and read, "You tense too suddenly and reach the limit of force. Both these faults or either of them, will stop all progress." The ideas seemed new to him. Then came the natural inquiry, What is the book intended for?

Careless persons rarely ever grasp the essential idea of anything. In this line of practice the first thought is to make the arms and body tremble. It may not always occur that this can be avoided, especially under the strain of great intensity of feeling; but the vibrations of a trembling body are as large compared with those of magnetic waves as the billows of the ocean are greater than the pulsations of light. Nothing can vibrate the ether, or inner air, except light and magnet-

ism, and the latter is the finer. This means a great deal when one understands the fine character of light-waves.

All movable masses are made for vibrations. The ocean sends out its rhythmic motion as a medium for the transportation of matter. The air is a gaseous ocean intended to vibrate in sound. Where there is no air there is no sound. The higher up we go the less dense is the air and the less energetic is the tone, until, amid the attenuated sky, it vanishes into space, and then all is ether. Between the beings of the earth the atmosphere is the connecting sea, the medium of sound and speech. We hear because the air vibrates upon the drum of the ear, and this wave-process travels over the nerves into the brain, beating there against the sensitive gray matter which converts it into meaning.

It is not possible anywhere in the universe for an influence or a communication to span a chasm of nothingness. In space, where there is no atmosphere, man could not talk to his fellow-being, if sound were to be the means of speech. Yet one kind of wave-communication would give way to another. Light shines everywhere, in the dead calms of space as well as in other conditions; for light employs the thinner sea of ether. The brain amid the excitement of earthly existence requires the bold force of sound as a means of bringing it information; but if it were free from this racket its super-sensitive nature would hear and interpret the vibrations of the inner air or ether, with equal ease and greater certainty.

This ether is everywhere. There is no solid so dense that the fine inner air does not bathe each and every one of its molecules; they float and roll in it as the planets roll in the sky. This ether is not only in solids, but it is omnipresent in air, earth, water, flesh, blood and brain. There is not a thought, feeling or pulsation of your mind that is not a generator of ether-waves, nearly all of which die in the room

around you, for they lack force. This ether connects your mind and your soul with the mind and soul of every human being, just as the atmosphere connects your bodies and voices. As you cannot reach all or even many by what you speak, so you cannot influence many by what you feel or will, all because you lack the energy required to effect control.

A tense condition of any faculty supplies this energy, but it must have the power of magnetism back of it, just as a live electric wire must have a battery or generator to supply its force. It could be alive and yet weak. Tensing calls into action the magnetic stores of the body, even increases them, and co-operates with the dead-still processes in producing both quantity and power.

284

The magnetic touch is always tense.

This is the 284th Ralston Principle. The first test of a person of magnetism is in the hand. If it is cold there is either a withdrawal of vitality for the time being, or the individual is lacking in magnetism. Warmth alone is not sufficient. It is necessary, but not all that is required. When you clasp the hand of one who possesses this quality, the effect is not marked in any way except by a slight muscular interest. The tight grasp is set and valueless, while the lax touch is dead. No one likes to take a cold and flabby hand.

There are men and even women who delight in hurting the hand by giving a tight squeeze every time they welcome an acquaintance. This is physical, and not in good taste. To set the muscles for vigorous pressure is just as far from magnetism as is the lax hand which weak persons adopt from necessity. Marital affection is the quickest generator of magnetism, in a temporary way, that is known, as is fully explained in the new volume, "The Two Sexes," which is referred to in the last part of this book. Even the ancients,

four thousand years ago and less, knew that warm lips and warm hands were two of the evidences of love. Nature ordains this to be so, for she compels the two sexes to attract each other, and gives them the power to win, to enchain, to enthrall, in order that the race may be perpetuated. Yet in many cases this is a blind magnetism. The loveless hearts, or those that never felt the power, are non-magnetic.

The delights of friendship are generally thrown away by impetuous or careless individuals. What is the use of grasping the hands as if they were tools of ice, or setting them as in a vice? Neither gives pleasure. One is affectation or weakness; the other is physical and emotionless. The true lover never hurts the hand of his sweetheart; the latter never gives the light grip. While timidity may vibrate the hand and make it tremble, there is a series of inner, finer waves of pulsation that are in no way related to the former, just as the ocean may roll and toss in a storm, while its billows transmit the vibrations of sound and the still tinier pulsations of light, all at the same time. The feelings in a human body are variously expressed, but the magnetism of love always tenses the body and proves itself in touch, voice and sight.

If in your own life or in the experience of others you wish to know the truth, and separate the real from the sham, apply this rule, and watch the results. When the hands clasp each other weakly, there is a negation of the avowals that have been uttered by the tongue or pen; when they are set in their clasp, there is the affirmative evidence of pretence, the attempt to seem in earnest. If love—genuine, honest love—prompts the greeting, the touch is at first as light, but soon holds the hand in a slowly increasing pressure that never clasps tightly. The interchange of opposite magnetic currents is the most delightful sensation in the world. It is because of this great law of human life that the book of the "Two Sexes" has been written. It has done, and is doing to-day, more good than

any other work or school of special education, for which reason it should be placed within reach of all persons without cost but under proper conditions.

As we write there is an old couple, as they call themselves, although the man is not sixty and the woman not much over forty, sitting in a room across the way watching the November fires die in the western sky. They hold each other's hand as sweetly as the tenderest lover of nineteen; none too old to evince the keenest interest without impetuous display. Look at the maiden and her fiancé; they meet and greet with a handshake that is perfunctory because they may not be altogether alone. But when time and place are theirs they yield to each other a far different tribute; it may be the good-by of the evening, or the more prolonged farewell of the visit. Their eyes meet with deeper glance, moist with fervor; large, full eyes charged with the expression of kindred emotions. They know instinctively that the lips are the agents of speech, that words are idle vows, but that the tokens of speech coming from the very source itself are deeds of exchange that may be impressed with the seal of approval; and, in a delicacy of approach that drifts like a golden vapor nestling against the silvery moon, he bends over the uplifted face, while a pressure of the arm obliterates their identity, and the crimson bloom mounts her fair cheeks and paints roses in a garden of lilies. The cold-lipped reader of this page will shudder at our description and think it strange. (Without magnetism there is no sentiment in life, no poetry, no sweetness, no charm, nothing but the plainness of mechanical existence.)

(There is no better way of developing the power of magnetism than in the touch of the hand through the ordinary greeting.) Avoid the two extremes. Remember that the lax hand is worthless, and that the set grasp is insincere, if not an automatic fault. Do not think that mere firmness is all that is

required. (Tensing is an increasing approach to a rigidity that is never reached when the increase cannot be maintained, a limit is found and that is non-magnetic.) Nothing better indicates progress than this power, and progress never stands still. It is in the first delicate growth toward firmness that the body, the arm and the hand evince magnetism. Experiments can be made all day long with decided results. It is hardly necessary to add that nothing unusual in your conduct should attract attention, for it would at once end the usefulness of the practice.

285

The magnetic voice is always tense.

This is the 285th Ralston Principle. There are three general classes of voices: the flat, the tense and the emotional. The first is the common sound which is everywhere heard, from the simplest remark up to the vigorous tones of the huckster or the wearisome orator; a mere mechanism of sound. Flat voices are never tense, never vibrant, never possessed of feeling; for which reason the street vender would never succeed in the lecture field; and for which reason also the vast majority of public speakers, preachers, advocates and others fail who might be great if they had the enterprise to get better delivery.

In daily conversation this flatness of sound is the universal experience. When a voice tires you, the cause is easily ascertained. (No tense voice is ever wearisome.) Some vibrant voices are. Some emotional voices are. We might devote a whole book to the study of voice, such as is included in the courses of expression in Ralston University of Washington, D. C. There are so many characteristic classes of sound vibration involved that the subject seems endless. Sound itself is a wave-force, but when kept within its own range it is always sound. It is possible to add other vibra-

tions to it. Even the church organ is given a tremulo that corresponds to the same action of the singing and speaking voice; but this is neither evidence of tenseness nor of feeling.

Many persons wonder why the piano or the organ yields a more impressive sound under the touch of a genius than when the amateur manipulates it; and why at times the expert is more skillful than usual. Technique and finish are factors of importance, but there is the indescribable something that cannot be accounted for by any rules of execution. It is magnetism. But how can magnetism affect a musical instrument? Is the latter not a mechanical affair that is what it is made to be, a mere tool? Yes, but so are the vocal cords of the throat. So is everything; bones, flesh, muscles, nerves, all are parts of a machine of matter. Back of the material is the soul, the vital-spark, the magnetic quality. So when the gifted musician touches the keys of the musical instrument this quality lives in the vibrations of a tense hand, waves as small as light-pulsations that go out into the air and awaken a harmony in all other life.

If your voice is flat it can never be magnetic; and the first step to be taken is toward the destruction of the flatness. This is done by the adoption of the tremulo in all degrees of coarseness and fineness; an old attempt to substitute the appearance for the reality. The throat tremulo is used much in musical training, but it is not natural. Emotion springs from the diaphragm, a large muscle situated at the base of the lung cavity and just above the stomach. To find this muscle place the fingers over the stomach at that place where the apex of the rib-arch is found. It is at the highest part of the abdomen and the lowest part of the chest, at the soft bone.

When you cough the diaphragm jumps up and its edge gives a leap forward. This can be detected by the fingers. Now take a deep breath, place the palm of the left hand on this edge of the diaphragm and the palm of the right hand

over back of the left hand. Pronounce the sound "oo" as long as possible, while shaking the lower chest with the rapid action of the hands. This will make the tone shaky. It is the only natural tremulo, for the diaphragm by its vibrations produces laughter, gladness, joy, grief, sorrow, weeping, crying, hysterics and every mood known to the human heart.

This class of vibrations is divisible into a hundred or more grades. The usual series in the study of expression embraces ten only, and they should be fixed in the voice by practice. After the hand has caused the tremulo the next step is to produce it without the aid of the hand. Prolong the sound "oh" instead of "oo," with a decided tremulo, and keep at it until it is very easy to say such sentences as the following with ease: "Pity the sorrows of a poor old man," "Oh, the long and dreary winter;" "Dear master, I can go no further," and the like. When this can be done the next step is to increase and decrease the range of the vibrations; that is, to make them wider and narrower at will. The doing of this is of the utmost importance, and is not an easy task.

We recommend that you make a gamut of the tremulos, from one to ten. Take a large piece of brown paper and a heavy pencil. Across the top make a wavy line, about ten inches long and two inches wide, and mark this the tenth degree of the tremulo. Under it make another wavy line ten inches long, but with waves only an inch high, calling it the ninth degree; under that put another wavy line, three-fourths of an inch high, as the eighth degree; then under that put the seventh degree, which will have waves a half inch high; then the sixth degree, with waves three-eighths of an inch high; then the fifth degree with waves one-fourth of an inch high; then the fourth degree with waves one-eighth of an inch high; the third degree with waves one-sixteenth of an inch high; the second degree, with waves one-thirty-second of an inch high, and a straight line for the first degree, representing a

flat voice. The rule of practice is to begin at the middle degree and increase then decrease in turn. It will be seen that the scale of increase is not regular. When the finer tremulos can be used at will it is necessary to exclude the plain ones. A plain tremulo is one that is audible; it expresses emotion rather than magnetism. A concealed tremulo is one that is present but not noticeable. It attracts no attention as a wave-action of sound, but it affords an easy transit to a tense voice. To develop the latter we advise the foregoing practice, and then the use of the sentences given in connection with the tense eye under the following methods.

286

The magnetic eye is always tense.

This is the 286th Ralston Principle. There is here another opportunity for a volume on a single subject. The eye sees and is seen. The sense it embodies is the most important of all. A deaf person can compel the eye to perform some of the functions of hearing, just as a blind person uses the sense of touch with greater delicacy and power. When a person speaks to another the latter gets some of the meaning from the eye. It is not only natural but common to look into the eye to see the individual. All persons in an audience look at the speaker's eye whenever he interests them; in dull moments only they are attracted to some other part of the body, some peculiarity, or some matter that distracts attention.

The magnetic person generally holds attention by the power of the eye when there is a direct effort made toward one or more others; but the latter will have no consciousness of such influence. The tensing of the eye comes out of the same power as the touch or voice when either is magnetic. All energy is vibrant. The muscles are controlled by waves of force; sound is likewise propelled; so is light; so is thought;

and magnetism moves by a similar law. Each has its origin, its source of supply, and its method of transfer; and, above all, each has its kind of pulsation. We never mistake light for sound. When science shall have laid bare the secrets of life it will be known what the difference is between all these energies.

The use of the tense eye changes every part of the face by some strange law of our natures. It also invites a glow into the eye itself that even the photograph will record. This special brightness is due to the electrical energy which is aroused by the tensed condition. This does not arise in the eye-ball, but has its origin in the brain, which is the most powerful electric battery of its size in existence; so that the tensing of the latter organ is the real cause of it. We have for years used a plan of shifting locations which we find to be the best method of tensing the brain and eye. We present this arrangement here in a different light from any elsewhere given. We take the nine locations of the eyes from a former plan, as follows:

8 up left.	**7** up front.	**9** up right.
2 level left.	**1** straight ahead.	**3** level right.
5 down left.	**4** down front,	**6** down right.

The first practice is to look (1) at some imaginary person whose eyes are directly in front of you and on a level with your eyes, adopting a dead-still body all through, but holding the eyes two seconds only in a fixed gaze.

From one (1) change to two (2), which means to move the gaze to the left lateral, but do not wink or move a muscle of the face. Hold the gaze at two (2) for the same space of time, two seconds.

Then come back to one (1) and hold the gaze for two seconds.

From one (1) change to three (3), and hold the gaze dead-still for two seconds.

Come back to one (1) for two seconds.

From one (1) change to four (4). Then back to one (1).

From one (1) change to five (5). Then back to one (1).

From one (1) change to six (6). Then back to one (1).

From one (1) change to seven (7). Then back to one (1).

From one (1) change to eight (8). Then back to one (1).

From one (1) change to nine (9). Then back to one (1).

Each position must be held two seconds.

In shifting the gaze, do it suddenly and by a blow, so as to excite the nerves of the eye-balls.

Always shift to the extremes and back to one (1), and never pass from any extreme to another without first coming to centre each time.

The movement should not only be hard, but it should be carried as far as possible. Thus, if the eyes are to be raised to seven (7), they should be turned up so as to see the ceiling of the room; then come to one (1); then to whatever extreme is sought. The extremes are all the numbers except one (1).

After perfecting the foregoing movements let the eyes pass from eight (8) to six (6); and from six (6) to eight (8); and repeat ten times. Then from five (5) to nine (9) and reverse; then from two (2) to three (3) and reverse; then from four (4) to seven (7) and reverse; each ten times, hard, full and tense.

After all the foregoing movements have been mastered so that the eyes may be moved to extremes with force, let the same be repeated with great rapidity while the body is dead-still. This will prepare you for the real work, which is called

THE REPETITIONAL.

While holding the eyes in the positions indicated by the numbers, repeat the following remarks with their full meaning stamped in your tones:

When the eyes are at one (1) repeat: *"I am talking to you and you must hear me."* Let the voice be low, clear and firm, even severe.

When the eyes are at two (2) repeat: *"You cannot escape me."* The words should be spoken in deep tones as though some person were planning to get beyond your influence. Remember that the face is to remain to the front and no part must move except the eyes themselves.

When the eyes are at three (3) repeat: *"Beware! Do not make me angry."*

When the eyes are at four (4) repeat: *"I will not do wrong."*

When the eyes are at five (5) repeat: *"Get thee behind me, Satan."*

When the eyes are at six (6) repeat: *"I am stronger than my enemies."*

When the eyes are at seven (7) repeat: *"Thou God seest me."*

When the eyes are at eight (8) repeat: *"Right is mighty and will prevail."*

When the eyes are at nine (9) repeat: *"Angels hold watch and ward over my life."*

The first few repetitions may be mental, continuing them until the spirit of the sentiments in connection with the positions shall be absorbed, after which it is better to use the voice aloud. Get familiar with the locations as belonging to the sentiments uttered.

In repeating them aloud, speak the sentiment once; then come back to the central position one (1).

After five days' practice in the Repetitional, repeat each sentiment five times aloud while holding the eyes fixed in whatever position they take, and go through them all.

After five more days in the last-named practice, repeat each sentiment ten times in the position to which it belongs.

The success in tensing the eyes will depend upon the tone-color in your voice. An actor could easily accomplish this end at once. You may have to keep at it for weeks, but the power will come sooner or later, and, once come, it always remains.

GENERAL TENSING EXERCISES.

In the following exercises the mental conception will be correct if the pupil thinks of the inner lower chest as the centre of a powerful battery, from which a vast amount of electrical energy may be developed. The connection of the brain with this battery will be referred to hereafter as the *electrical centre*.

Action of some kind develops all the electricity of the universe; we may call it friction, or chemical, or chemico-frictional, as one scientist puts it—it matters but little. Some kind of action is necessary. While the life principle within us furnishes a kind of action that generates this force, it does not, in most cases, develop a sufficient amount to make a person as magnetic as can be done by assisting nature.

When, after some lapse of time, the pupil begins to recognize the existence of the life principle, to estimate the amount of electrical energy on hand, to know at what times, and why, the quantity gets low, or at what times, and why, it is in superabundance, he will begin to realize the exactness of the science of Personal Magnetism, and his interest will be thoroughly aroused, for the first time, perhaps, in this course of study.

Exercise I. THE TENSE ARM STRAIGHT. Raise the right arm in front on a level with the shoulder and keep it

perfectly straight. By an act of the will tense all the muscles from the shoulder to the hand, including the fingers, without moving the arm. Repeat this slowly and deliberately six times. Then use the left arm in the same way. While the left arm is being so used the right should hang at the side lifeless, and likewise the left when the right is in use. Returning to the right arm, place it at full length at the right of the body, extended in a horizontal position. Slowly and deliberately tense all the muscles six times, without moving the arm. Use the left in turn. Repeat the exercises until each arm has been placed in at least twenty different positions, keeping it always straight. The positions may be made in a greater number than twenty if desirable. Never set the muscles, nor use much force. Read all that precedes in this Period.

Practice the *Tense Arm* as often and as long as you wish each day. It can be done without taking time, as in walking, driving, and on almost every occasion. It is very beneficial to the health.

Exercise II. The Tense Fist. This requires the open hand with lax muscles as a beginning, and the very gradual increase of pressure as the fingers are closed. Never set the fist hard, and avoid all rigidity. Sometimes the very powerful clinching of the fist will arouse a muscular heat that is afterward useful in true tensing.

Exercise III. Separating the Nervous Action. This is done by the act of the will, and consists in tensing the arm while the fist is lax, and tensing the fist while the arm is lax.

The separation of the nervous action may seem difficult, but in a short time, by persistent practice, it can be accomplished, and, when mastered, the opposition to the flow of nerve-force in its accustomed paths will cause the same friction that develops lightning in the storm clouds.

Are we understood?

When the arm is tense and the hand is free, the flow of nervous force is stopped at the wrist and hurled back upon the centres. A soldier whose hand has been amputated at the wrist often feels the presence of the hand with as much realism as when it was in place. This indicates a flow of nervous force beyond the wrist, and such experiences produce great weakness to the person, sometimes causing an overflow of all the *nerve-force*, and ending in death.

Many persons whose arms or legs have been amputated lose their lives because the nerve-force flows away at these places.

Whoever can learn in a perfect way to stop the nerve-force at the wrist, keeping the arm very tense and the hand free, will recognize in time the flow of the life principle along the arms.

The last part of this exercise consists of moving the arms about in space, held with powerful tensity from the shoulders to the wrists, while the hands are lifeless or free from tension. These exercises will grow better and better as long as the pupil practices them, if it be for years. At first there will appear to be nothing in them. A child cannot learn to walk in a day or a month.

Exercise IV. Union Tension of Arm and Fist. Hold the arm in any position free from the body. Make it as limber as possible, without any muscular rigidity whatever. Try to imagine it lifeless and limp as a piece of cloth. While in this position, very gradually and very slowly cause it to pass from a limp to a rigid muscular tension, while the energy flows from the fingers to the shoulders. If this is not done *gradually*, the design of the exercise is lost. A quick setting of the muscular strength of any part of the body has but little benefit for the *nerves*. Do this over and over again, with each arm singly. The first few days it would be better to use the muscles sparingly, as lameness ensues from this as well

as from any new exercise. This tension includes arm and fist together.

Exercise V. The Tense Neck. There are muscles between the head and trunk of the body, along the neck. They are intimately associated with the base of the brain (an important part of the *nerve-force* of the body), and they likewise lie close to the spinal column.

1. Turn the head to the right as far as possible, and, while holding it there, gradually increase the tension of the muscles, until they have been made firm, but not rigid.

2. Turn the head to the left and repeat in the same way.

3. While looking straight ahead, the chin being on a level, and the chest being well filled with air, the shoulders down, but not back, endeavor to throw the muscles of the neck into a tension, commencing very gradually and increasing slowly until great firmness is reached, but no rigidity.

A quick setting of the full muscular strength is to be avoided, as the only benefit derived therefrom is in the growth of the muscles. A slowly increasing tension keeps the nerves at work, and excites them to an action that in time will generate the latent electricity of the body.

287

The tense chest generates vital-magnetism.

This is the 287th Ralston Principle. To the man or woman who would become magnetic in the shortest possible time this principle is most important, for it is most helpful. It is not enough that the vital organs be raised and maintained; that is of inestimable value, but the life itself of the chest and all its contents must be kept energized. This does not mean that the chest is to be set or strained by muscular effort, for that will lead to no good.

Direct the mind as closely as possible to the *inner* portion of the chest, keeping the outward part immovable.

Think of a point as near the centre as possible. Make the whole internal portions tense, and as gradually as possible. It will be some time before this can be accomplished. The nerves and not the muscles are, in fact, exercised by this process.

A magnetic person can in an instant generate, also, a heat within that can be felt very distinctly, giving a glow of warmth that is transmitted by the vibratory process through the eye, voice or touch to any person within reach of these.

EXPLANATION.—*The mind dwelling intently upon any invisible agent or process within the body will develop a mental recognition of what would otherwise be unrecognized, provided* THE *mental conception of the agent or process is a correct one.*

The tensing of the muscles and nerves must be performed with some degree of care and thoughtfulness. The underlying reason is this: tension employs in a healthful manner the nervous forces of the ganglia, and this employment *uses* these forces so as to create a demand for more vitality and a larger use of it without wastefulness. To supply the demand is merely an act of ordinary sense. Thus, if the body is starved of its phosphorus, or even of its ordinary foods, the demand for more vitality cannot be supplied, and weakness follows. Sometimes neuralgia is the result as the nerves have been robbed of their vitality. A hungry person cannot become magnetic. The realms of space reaching from the unknown to the unknown, without height or depth, without width or breadth, are crowded with magnetism. Life springs spontaneously from its restlessness. Accident gives us our certain proportion, but art can claim more.

If weariness results, rest. Sometimes a few days' or a week's rest will be beneficial. Growth is often retarded by too rapid advancement. Do not hurry. Be calm and determined at all times.

Probably at this stage of the work the two best habits that can be adopted are these:

1. The continual elevation of the vital organs as a fixed custom.

2. The continual tense condition of the chest and its organic life within.

The advantages of these two habits are exceedingly great; and they may be adopted in all the duties of the day without taking a minute of time. The vital organs must be somewhere, and they might as well be up and vigorous as to be down and flat.

288

Tense walking is a rapid generator of magnetism.

This is the 288th Ralston Principle. Here we have the most wholesome and healthful of all exercises, and the one that is most easily adopted, for all persons who hope to possess vitality in a strong degree must depart to some extent from a purely sedentary life, and walking is common to all.

We have watched those women who, as queens of their homes or in the fashionable drawing-rooms, take leadership because of that commanding charm which the world calls personal magnetism, and they have never been the weak affecters of dignity, not the set muscular types of strength; but they always have shown unmistakable evidences of the tense character. We have closely studied many a speaker who has aroused his audience to the highest realms of pleasure and enthusiasm by the same quality; and we never yet saw one who did not gradually become tense as the magnetic vitality grew and increased. We have observed the men and women of the great activities of life, as they were engaged in the commonest duties, and the same law held true. Even in walking they are different from the lax and lazy, on the one hand, and from the stiff and muscular on the other hand.

There are two kinds of magnetic walking; the plain method is that of easy and gentle tensing; the beautiful method is that of alternating tenseness and release. Both are very valuable as means of culture as well as of development in vitality. The reader of these pages who is able to adopt as the fixed habit of life either one of these two styles of walking, has already gone a long way toward victory in the present study; for the practice of such walking is like an electric generator that is always creating the needed power. Habitual tense walking takes the place of nearly all other practice in this period. Continue with it the two other great exercises, and you have

THE MAGNETIC TRINITY.

1. Elevate vital organs as a permanent habit.
2. The tense chest as a permanent habit.
3. Tense walking as a permanent habit.

And the advantage is that they do not require a minute of time, nor take you from the regular duties of life.

The tense walk is acquired at first by comparisons. The beginning of the practice is in the lazy walk, which represents the languid condition of the body. This is always wearying. The next effort is to take rigid steps, allowing the knee to spring back with firmness as the weight comes wholly on each leg. Then increase the speed a little, and avoid springing the knee fully back. Here we have an excellent example of tensing in walking. To set the muscles firmly on each step will accomplish the same results provided there is not great rigidity; and this permits of slow walking. Rapid lax walking is injurious to the nervous powers. Rapid set walking exhausts the muscles. Rapid tense walking is midway between the two, and is highly beneficial to the health and nervous system. Let some form of tense walking be made a habit.

TENSE AND RELEASE.

The most beautiful and most valuable type of walking is that which embodies the same practice as is seen in the tensing of the arm preceded and followed by laxity; each change being gradual. To do this in walking the whole leg is devitalized as it becomes free after the weight leaves it; and is tensed as it again assumes the weight; each action being gradual, although done quickly. When properly executed the walk has every appearance of being unstudied and easy; although a crude experimenter would make it labored and unnatural. There is nothing gained by lifting a free foot tensed; and the more this walk is considered the more natural it seems. A compromise is secured by the following method:

Walk slowly and firmly with a tension in both legs, made stronger on each alternate leg as the body passes the weight over it in walking. Thus it will be noticed, that, while the tension is to be kept great during the entire exercise, it becomes greater while the leg carries the weight of the body, as is done in every step. The will power should be kept constantly on this slight increase of tension at these times.

When several weeks have been spent in this practice, the habit should be formed and applied permanently to every day pedestrianism. It then, of course, becomes more rapid, and varies itself with the circumstances attending each mode of walking.

A magnetic person is known by his walk.

At first the new method may seem awkward, but when it has become a habit, it is the most graceful carriage of the body known.

Grace and personal magnetism always coincide.

289

Tensing the whole body while inhaling generates magnetism.

This is the 289th Ralston Principle. It embodies one of the most important laws of this study. In the first place it is necessary to recognize each part of the body as it is tensed; the head, the eyes, the scalp, the temples, the face, the neck, the shoulders, the arms, the hands, the chest, the abdomen, the legs, the knees, and the feet. Then, when any part can be energized at will, the whole body should be tensed all at one time. During such tensing take a deep breath, and do not release the energy until the air has passed out. Repeat this as often as you can while walking in or out of doors. It may be made a habit in a few weeks. Nothing can exceed it in point of value for health or magnetic vitality.

We now bring this period to a close; and the requirements for graduation should be carefully studied and faithfully met; for the skimmer of these pages will accomplish nothing.

END OF NINTH STAGE.

HOW TO GRADUATE THEREFROM.

The requirements are as follows:

1. Read every word of this period at least three times, using care to understand all that is said.

2. Review the principles until they are clear to you.

3. Learn how to make the nerves and muscles lax at will.

4. Learn the difference between setting the nerves and muscles, and tensing them; and practice until they may be tensed with energy but not set with force. Always leave a supply of power unexhausted.

5. Practice all the exercises of this period until you feel sure you have mastered them.

6. Whatever can be used as fixed habits, adopt and maintain at all times. Then you are ready to fill out the private record and the certificate.

MY PRIVATE RECORD.

I hereby state that I have graduated regularly from each and every one of the periods preceding this, before undertaking the present stage. I entered upon the work of this, the Ninth Period, on the.....day of.....19....., and graduated from the same on the.....day of..... 19..., having met each and every requirement and mastered all the exercises.

[Signed].....

We are now ready for the

TENTH STAGE.

At the end of this *period*, after you have signed your private record you may fill out the full page Certificate which follows. It is a good plan to leave some person who is skilled in lettering to insert your name.

CERTIFICATE OF GRADUATION

M_____

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

[*Signed*]

_____

STAGE TEN.

VITALITY PERIOD.

CHAPTER XXIII.

THE NERVO-MUSCULAR GYMNASTICS.

IN the last chapter the accumulation of magnetism was begun.

If the pupil has spent the time faithfully in that work, he will be prepared for the heavier tasks now before him.

In the exercises of this chapter the accumulation of magnetism is more rapid, and comes in greater quantities. While the accumulation is going on all leakage should be carefully watched and promptly stopped.

In the exercises now to be given every word has some importance in the descriptions, and hasty reading will not suffice; the exact method of performing them must be understood.

Exercise I. HORIZONTAL FRONT. Stand with the weight on the balls of the feet, the heels merely touching the floor; take in all the breath possible until the lungs are completely filled; and, while holding the breath, raise both arms at full length on a level with the shoulders and parallel with each other in front of the body, with the hands hanging lifeless from the wrists. While still holding the breath commence to clinch the fists very gradually, at the same time drawing them toward the shoulders. This gradual compression of the fists must continue until they are brought back as far as possible, close up to the armpits, at which point they must be clinched

with all the force that can possibly be given them by a concentrated effort of mind and muscle. The fists must not be compressed by jerks, nor at any time suddenly, but very gradually. The more tightly they are compressed the greater will be the benefit derived from this exercise. The breath must not be allowed to escape as long as the fists continue to be clinched with increasing force. A single respiration, if full, will serve as sufficient rest. The exercise is highly beneficial to the health of the pupil, giving great vigor to the circulation of the blood and assisting in building up a strong nervous system.

Do not forget that, after each exercise as stated in the foregoing description, the parts used must be made lax and then gently vitalized or tensed without being set or stiffened. This change is of the greatest importance. Never leave a muscle stiff; always relax and slightly tense.

All the following exercises are to be balanced in the same way:

Exercise II. Horizontal Oblique. Repeat Exercise I, changing only the position of the hands in commencing. The oblique position is half-way between the front and the side. The horizontal is on a level with the shoulders. Of course the hands are to be out at arm's length. In the horizontal front the arms were parallel with each other on a level with the shoulders; now they are spread apart to some extent. The clinching of the fists takes place while they are being drawn in toward the shoulders. To insure success the hands must be limp and lifeless when the arms are straight, and the compression of the fists must be gradual until at the shoulders the muscular tension of arms, fists and chests is something terrific. Do not forget the principle: A slowly increasing muscular tension is a nerve calisthenic.

Exercise III. Horizontal Lateral. The arms are wide apart, the hands on a level with the shoulders. From

this position draw the fists in toward the shoulders, observing all the directions of the first exercise.

Exercise IV. Down Front. A down position is half-way between the perpendicular line of the body and the horizontal. The down front position would simply be the lowering of the hands a little more than a foot from the position of the first exercise. The movement must always be toward the shoulders, during the progress of which the fists are being very gradually clinched. Make the tension very powerful at the shoulders.

Exercise V. Down Oblique. The hands are more spread than in the last exercise. The movement is toward the shoulders. Observe all the directions of the first exercise.

Exercise VI. Down Lateral. Remember that down means half-way between the body and a horizontal line. The arms are at full length in all the exercises and move toward the shoulders in all of them, unless otherwise stated.

Exercise VII. Up Front. Up means half-way between the horizontal and zenith positions. Observe all the directions of the preceding exercises.

Exercise VIII. Up Oblique. From this position draw the fists to the shoulders, with the gradually increasing tension.

Exercise IX. Up Lateral. From this position draw the fists to the shoulders, as before.

Exercise X. Opening Movement from Front to Lateral. Take the Horizontal Front position of the first exercise and (without bending the elbows), as before, move the hands to the horizontal lateral, keeping the arms straight all the while, and gradually clinch the fists, until at the lateral position the pressure is simply awful. It may take weeks and months to develop a good hand pressure, but it must be done.

Exercise XI. Closing Movement from Lateral to Front. This is a horizontal movement—the same as that of the last exercise, but the direction is reversed. It commences with the horizontal lateral, with limp, lifeless hands and moves to the horizontal front, where, by the gradual and slow process, the tension has become very great.

Exercise XII. Perpendicular Side Movement Upward. Place the hands at the sides, the arms at full length touching the body, the hands lifeless. Move them upward by a perpendicular line to the shoulders, where the pressure will be great.

Exercise XIII. Zenith. The arms are raised straight over the head, but parallel with each other, and the hands are lifeless. Bring the fists down in a straight line to the shoulders, where the tension has become great. Observe all the directions of Exercise I in this as in all the other exercises.

Exercise XIV. From Side to Zenith. Place the hands at the side, close to the body and down to the full length of the arms, where they must be lifeless. Very slowly and smoothly raise them in a perpendicular line to the zenith position, where the tension will be very great. It will be seen that in this, the movement commences as in Exercise XII, but does not stop at the shoulders.

Exercise XV. From Zenith to Side. Place the hands as in Exercise XIII and bring them down to the sides. This simply reverses the movement of the last exercise. At the zenith the hands will be lifeless and gradually grow into a strong tension, until they have descended to the lowest possible position of the sides.

Exercise XVI. Down Front to Back of the Head. The movement commences at the down front position and ends with the clinched fists touching the base of the brain at the back of the head.

Exercise XVII. From Back of the Head to Down Front. This is a reverse of the last. The greatest tension will be at the down front position.

Exercise XVIII. Rising Outside Curve. Place the hands at the sides close to the body and lifeless. Slowly raise them to a zenith position, making them pass outward in a lateral curve. When half-way up they will be in a horizontal lateral position; they must continue without stopping until the zenith has been reached with the tension of the hands intense.

Exercise XIX. Descending Outside Curve. This is a reverse of the last. The hands are lifeless at the zenith, and passing outward and downward, reach the sides in a very tightly clenched condition.

Exercise XX. From Chest to Oblique Backward. The hands will be placed on the chest in a lifeless condition, the elbows raised to a level with the armpits; the hands are gradually clinched, the elbows moving backward, until the arms finally become straight, with the fists clinched with demoniac energy in an oblique backward position.

One of the foregoing twenty exercises must be practiced daily. The first one is the best. Its suggestions as to breathing must be well observed. It is not necessary to practice all of them; but they should be varied. The nerve energy will grow daily.

Some of our pupils prefer to take them in their order; the first exercise on the first day, the second exercise on the second day, and so on for twenty days. The best time is immediately after a meal; and five or six repetitions will suffice, if each is accompanied by relaxing and gentle tensing. For purposes of health, the use of these exercises after arising in the morning will produce splendid results.

CHAPTER XXIV.

NERVE CALISTHENICS.

PART I.

THE term "gymnastics" and likewise the term "calisthenics" are popularly supposed to apply only to movements of the muscles or of portions of the body operated solely for the purpose of strengthening the muscles. It has not been supposed possible to arrange a series of exercises that would produce strength in the nerve tissues and strength in the nervous system of the body; and it is only after many years of experiments that it has been discovered that exercises like those of this chapter apply almost altogether to the nerves. Awkwardness is often due to the erratic action of the nerves and muscles combined; but in order to make the muscles move accurately the nerves have to be specially trained so that in the eradication of awkwardness an entire training of the nerves is reached through a careful exercise of the muscles.

Many of the calisthenics and gymnastics that are in use in the schools and colleges of the world, and in gymnasiums, are productive of great injury to the nerves, and have been known in very many cases to produce prostration. It is possible that a series of muscular calisthenics could be devised which would avoid the production of awkwardness and thereby add to the grace of the entire body; but it must be admitted that in a great majority of cases persons who exercise much in gymnasiums are awkward and jerky in their movements, and the nervous system is often seriously impaired. To train the nerves will, in every case, result in sufficient muscular training; but to train the muscles will not

result in good nervous training. It is, therefore, highly important that the nerve calisthenics of this chapter should be carefully studied, and, if possible, by practice, perfected. As they deal with a part of our existence with which we are almost totally unfamiliar, the method of practice will be new to the pupil.

290

A gradual increase of speed magnetizes the body.

This is the 290th Ralston Principle. The slow beginning, the prolonged increased, and the prevention of a sudden termination are matters of great value in this study. By watching the habits of persons who are known to be magnetic we see many examples of this principle, although it may be true that very few of those who possess the gift as a natural talent would know the meaning of the law under which their powers had been developed.

Before we commence the exercises it is better to understand two leading ideas. First it must be remembered that every muscular movement of the body is impelled and guided by the action of the nerves. From a study of one of the previous chapters the pupil has already learned that any increase in the tension of the muscles is a Nerve Calisthenic, provided the increase be gradual and prolonged. We, therefore, lay down the two following laws:

1. Any gradual and prolonged increase of the tension of muscle is a Nerve Calisthenic.

2. Any gradual and prolonged increase in the speed of the movement of any portion of the body is a Nerve Calisthenic.

It will be seen from the two foregoing laws that the first applies to the action of the muscles while the entire body is in a state of repose; and the second applies to the action of the muscles while some portion of the body is moving.

It is, therefore, seen that from these two laws may be evolved a third.

3. Any gradual and prolonged increase of the tension of the muscles accompanied by any gradual and prolonged increase of the speed of the movement of any portion of the body will produce the most powerful Nerve Calisthenics known at the present day.

We will now proceed to the exercises.

SWELL AND DIMINISH OF SPEED.

Exercise 1. ARM MOVEMENT. Take a standing position and allow both arms to hang lifeless at the side, the weight of the body being upon the balls of the feet, and the heels lightly touching the floor. Direct the mind to the right arm. The purpose of this exercise is to raise the right arm from its position at the side to a position in front of the body, the arm being kept straight, but not too stiff, all the time, and brought to a level with the shoulder. In one of the previous chapters we have exercises in the tension of the body. The exercises of this chapter will follow only the second and third laws. In raising the arm the pupil must commence with a movement so slow that he can hardly tell when the action commences. After any movement has been begun its speed may be increased as rapidly as possible, provided the increase is smooth and free from jerks. (Any increase of the movement of any part of the body that has the slightest jerk in it, is detrimental to the nerves. Any sudden stop is likewise to be avoided; so any decrease of the speed that is at all jerky is injurious.) The pupil, therefore, must commence the action very slowly indeed, increasing the speed to a greater extent with each trial, if the jerks referred to can be avoided; and stopping by a likewise gradual diminish of the speed, bringing the arm after it has been raised in front of the body, on a

level with the shoulder, to a complete standstill without any suddenness in the stop. (Always inhale deeply.)

This movement is called the "Swell and Diminish in Speed."

Exercise 2. This is simply a reverse of the foregoing exercise. It commences with the arm raised at full length in front of the body on a level with the shoulder and it is carried down to the side by the same slow start and gradual increase in speed on its way and the same slow diminish until it comes to a full stop. (Practice each of the foregoing at least twenty times deliberately and carefully. Any haste or lack of interest in the work will only result in time being wasted.)

Exercise 3. Combine the first and second exercises, commencing with the arm at the side, raising it as previously directed, and without any jerk, causing it to descend, following exactly the direction of the two preceding exercises.

Exercise 4. Repeat the three exercises just given, with the left arm.

Exercise 5. Repeat the three exercises just given with the right arm at the side and raised latterly, that is, from the side outward from the body, the arm being brought to a level with the shoulder.

Exercise 6. Repeat the first three exercises with the left arm laterally.

Exercise 7. Repeat the three foregoing exercises with both arms, following all the directions heretofore given.

Exercise 8. Place the right arm over the head in what is called a "zenith" position, the index finger pointing straight upward. From this position commence a descent with the arm held, during the whole of its passage, out at full length, and passing in front of the body, the finger making a semicircle in its movement until it reaches the side. The beginning of the motion when the hand is in the zenith position must be so slow that an observer could hardly tell that the

action had commenced. After it has commenced the increase in speed may be as rapid as can be made without any jerk in the movement, and the coming to the side must stop as slowly as is necessary in order to prevent any suddenness or jerk in the ceasing of the motion. It will therefore come to a dead stop at the side so slowly that an observer could hardly detect when the motion had ceased. (This exercise may be varied after the pupil has become skilled in this movement by making the speed when the arm is one-half way down exceedingly rapid, and if the detrimental features can be avoided the greater the speed the greater the benefit to the nerves.)

Exercise 9. Repeat the last exercise by reversing the direction of the movement, commencing with the hand at the side and raising it to the zenith position. The arm must be kept at full length all the time; observing every one of the directions of the eighth exercise.

Exercise 10. Combine the last two exercises by commencing with the hand at the side, raising it as in the last exercise, and when at the zenith position, reversing and lowering it as in the eighth exercise.

Exercise 11. Perform the last three exercises with the left arm.

Exercise 12. Perform the three exercises last referred to, with the right arm at the side and moving out laterally.

Exercise 13. Perform the three exercises last referred to, with the left arm at the side and moving out latterly.

Exercise 14. Perform the three exercises last referred to, with both arms.

Exercise 15. Raise the right arm to a position level with the shoulder and lateral instead of front. It may be a little back of a lateral position, tending toward an oblique backward. From this place the movement commences. The arm is to be moved, always at full length, forward and round

in front of the body until the hand reaches the left shoulder where it will stop before it touches. It must not, under any circumstances, touch the shoulder. It will be seen that the arm remains in a horizontal position all the way round, and until it has passed in front of the body the elbow will not be bent. This bending, however, will be a necessity in the latter portion of the movement. Commence with the hand in the oblique backward position as first stated, with a movement so slow that an observer will hardly be able to tell when the movement first commences, and increase gradually in speed, keeping the increase free from any jerks whatever, and when the hand is approaching the shoulder, commence to decrease the speed in time to bring it to a dead-still position without having to stop suddenly, or to make the decrease with any jerks. This exercise may be varied by increasing the speed to a very rapid movement in the middle portion of it.

Exercise 16. Repeat the foregoing exercise by reversing the direction of the movement, commencing with the right hand near the left shoulder, but not near enough to touch it, moving the arm out at full length to an oblique backward position, observing all the directions in the preceding exercise.

Exercise 17. Repeat the two foregoing exercises together, by commencing with the hand in the oblique backward position, moving it forward to the left shoulder and immediately removing it back again to its first position, causing it to come very slowly to a dead-still position at the shoulder, and immediately commencing, very slowly, in its movement back again.

Exercise 18. Repeat the last three exercises with the left hand.

Exercise 19. Repeat the three exercises last referred to, with both hands, having the left arm pass under the right arm as the two approach each other. This will cause the right

hand to pass near the left shoulder, above the left arm, and the left hand to pass near the armpit of the right shoulder, under the right arm.

Be careful that neither arm touches either the body or each other.

Exercise 20. Raise the right arm to a horizontal position in front of the body, that is, to a level with the shoulder. The movement of the hand will be in a large circle. Its first position will be its starting place. The arm during the whole of this movement must remain at full length. It is raised to a position half-way between a horizontal lateral and a zenith position, when it is at its greatest elevation; and from this position it will commence to descend, passing down in an oblique backward position when the hand has reached a level with the shoulder, and from this it will come in toward the side, when it is at its lowest depression and from the side, it will move outward and upward in front until it has reached its first position, which is horizontal with the shoulder. This makes a complete circle, and must be performed as follows:

The hand commences its movement so slowly that an observer will hardly be able to tell when the movement has begun, and gradually increases in speed until, when it is half-way round the rapidity will be very great. It then commences to diminish gradually in speed until it comes to a dead-still position in front of the body, which completes the circle.

291

A swell and diminish of muscular tension gives control of the vitality.

This is the 291st Ralston Principle. It has already been explained, and we will proceed at once to the exercises used in its development.

PART II.

SWELL AND DIMINISH OF SPEED ACCOMPANIED BY INCREASING MUSCULAR TENSION.

The following exercises exemplify the third law of this chapter, which is a combination of the swell and diminish of speed with the swell and diminish of muscular tension. As has been previously stated, these are the most powerful nerve calisthenics that have been discovered up to the present day.

Exercise 21. Repeat Exercise No. 1 of this chapter, accompanying the movement therein described, by a gradual increase of muscular tension. Always inhale deeply. The muscular tension will be entirely absent when the movement first commences, and as the movement increases in speed the tension will commence to assert itself, growing strong as the speed of the movement increases, until the maximum rapidity has been reached, at which point the tension should be almost frantic. This desperate power of the nerves will be acquired only after many weeks of practice. As the movement commences to decrease in its speed the tension will likewise decrease, until, when the movement has been brought to a dead-still position, the tension is entirely absent, the arm and hand being as lifeless as a piece of wet cloth.

The foregoing exercises must each be repeated, accompanied by the swell and diminish of tension. This will require a repetition of the 20 Exercises of Part I of this chapter.

For convenience of reference we number them in full, as follows:

Exercise 22. Repeat Exercise No. 2 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 23. Repeat Exercise No. 3 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 24. Repeat Exercise No. 4 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 25. Repeat Exercise No. 5 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 26. Repeat Exercise No. 6 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 27. Repeat Exercise No. 7 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 28. Repeat Exercise No. 8 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 29. Repeat Exercise No. 9 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 30. Repeat Exercise No. 10 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 31. Repeat Exercise No. 11 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 32. Repeat Exercise No. 12 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 33. Repeat Exercise No. 13 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 34. Repeat Exercise No. 14 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 35. Repeat Exercise No. 15 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 36. Repeat Exercise No. 16 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 37. Repeat Exercise No. 17 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 38. Repeat Exercise No. 18 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 39. Repeat Exercise No. 19 of this chapter, accompanied by a gradual increase of muscular tension.

Exercise 40. Repeat Exercise No. 20 of this chapter, accompanied by a gradual increase of muscular tension.

If the foregoing exercises of this chapter are practiced with the carefulness desired by the author, the most satisfac-

tory results will be accomplished. It will take time to grow into the new life which must necessarily result from steady practice, but the pupil will find, when he or she has sufficiently practiced these eighty-eight exercises, that a new force called Internal Energy has been developed in the centres of the nervous system. The work of this chapter will be found to be exceedingly tedious, and the pupil will, perhaps, lack that patience which is necessary in order to win; but to the few who always succeed in great undertakings where the many fail, we will say, that the power which you develop will be a surprise to yourself; and a proper wielding of that power may be a surprise to others whom you meet in daily life.

Each one of the foregoing forty exercises should be performed accurately for three minutes to five minutes daily; and no two exercises of this chapter should be used the same day, unless three minutes have been given to one; and a different exercise should be taken each day. This will require forty days at least to graduate from the present stage.

The pupil can rest on laurels well won. There can be no failure, no disappointment, no discouragement, if the work has been rightly done: for every nerve and fibre of the brain and body will be in perfect health; the ganglionic cells will be storage batteries of new and vast quantities of magnetism; the blood will be clearer, purer and stronger, especially if the pupil observes the direction to inhale deeply when commencing each exercise; and life and health will be at the zenith of their meridian. It is a glorious work!

END OF TENTH STAGE.

HOW TO GRADUATE THEREFROM.

The requirements of this period are stated in each of the two parts thereof, and there can be no question as to time or method of exercising. When completed you may fill out the following statement:

MY PRIVATE RECORD.

I hereby state that before I began the exercises of this period I had regularly graduated from each and every stage preceding; had filled out all the private records as well as all the certificates up to this place; and had not erased, torn, or removed any page, record, certificate or part of same from this volume. I entered upon the work of this period on the .....day of.....19..., and I graduated therefrom on the.....day of.....19..., having complied with all the requirements.

[Signed].....

We are now ready for the

ELEVENTH STAGE.

At the end of this *period*, after you have signed your private record, you may fill out the full page Certificate which follows. It is a good plan to have some person who is skilled in lettering to insert your name.

CERTIFICATE OF GRADUATION

M. .....

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

[*Signed*]

.....

STAGE ELEVEN.

RESPIRATORY PERIOD.

CHAPTER XXV.

MAGNETIC BREATHING.

EVERYBODY is quick to jump at conclusions. The first thought of an uninformed person who reads the title of this chapter will be to inquire what relation breathing can have to vitality. The best answer is to tell the inquirer to abolish breathing for a few days, or long enough to ascertain its importance in sustaining life. The fact is that the very sources of magnetism come from the vital changes that occur when the oxygen of pure air reaches the new blood of the lungs. Then might arise the inquiry, Why will this of itself not create magnetism? It will, it does; but its process may be greatly increased or greatly retarded.

Respiration is the process of taking in and letting out the breath. It begins at birth and ceases at death. The quality and energy of breathing are dependent upon the vital condition of the individual; and the following facts may be of importance at this juncture:

1. In a state of inactivity during waking hours, respiration is feeble and the value small.

2. In sleep following a day of inactivity, respiration is feeble.

3. In sleep following a day of activity or effort, respiration is deep, full and heavy when the health is normal.

4. In waking hours of activity the respiration is increased.

5. Exercise, fast walking and running will increase the respiration in proportion to the force exerted.

6. All increase thus acquired is in the form of a greater number of breaths and not of longer range or greater depth; and, while some good is attained, the value is not important.

7. Happiness, joy, pleasure, good news, and all bright moods deepen the respirations and increase their number.

8. Laughter does even more.

9. Gloom, despondency, bad news and sorrow reduce the respiration to the shortest range and slowest time, so that in some cases it appears as if the breath had stopped altogether.

10. When some little thing goes wrong the nervous system is depressed, the respiration diminishes, headache follows, and even sickness may ensue.

11. Non-magnetic persons are shallow in lung-action, having no great depth of inhalation.

12. Persons who are naturally magnetic are correct breathers; and by this term we mean that they follow the methods which are presented in this chapter. They do so instinctively, for it is right and natural.

292

Rapid inhalations are vitalizing.

This is the 292d Ralston Principle. If you will observe any persons who seem to be full of life and vigor you will notice that they are always taking in full, deep and rapid breaths; not in succession so much as at times when some effort is required in mental or physical operations. They are silent breathers, in the sense that the nose or mouth does not give out a sound of passing air as in an ordinary quick breath, or a sigh.

The way the air is passing, whether in or out, may be determined by watching the chest, the nostrils or the throat;

although a keen eye is required in some cases. The speed of an inhalation is found by noticing the recurrence of action, for the body indicates when the change occurs from the end of an in-going breath to the end of its exit. To give out a sound of passing air is both faulty and injurious, and generally is evidence of weakness.

A rapid inhalation need not be one of great speed; all that is required is that it should be faster than an ordinary breath for any increase is evidence of a strong affirmative vitality. It is of course true that men and women of great vigor, when full of life, or vivacious as it is called, seem to take a breath as a giant would grip a pigmy; they snatch it up with an easy power. The jaws are firm, the eye bright, the face full of determination, and the air is drawn with energy into the lungs. Mere physical vigor does not do this; it requires a nervous vitality.

293

Slow exhalations prevent loss of vitality.

This is the 293d Ralston Principle. The reason of this law will be more readily seen when we say that the lung-cells, their elastic surroundings, the great diaphragm and all the muscles attached are involved in breathing, and that a quick "let-go" of the group is equal to a collapse which must stand as evidence of weakness, just as a fall of the head by a "let-go" of the neck muscles indicates sleepiness or fainting.

To draw in air it is necessary that the chest, lungs, tissue, diaphragm and associate muscles should expand and open just as a piece of rubber is enlarged. When the air is in and is about to pass out, a condition of vitality would prevent the elastic power from being lost all at once. A sigh does this; and sighing is very weakening.

We have proved by experiments that slow inhalations followed by quick exhalations, if persisted in, will bring on

chills and break down the vitality very fast. So dangerous is this practice that a person who is not perfectly well would quickly collapse. We can all observe in those who are ill the constant tendency to let the breath go out itself; they lack the power of holding it back and allowing it to gently exhale. The habits that are universal with persons in ill health must belong to that condition; and this "letting-go" of the breath is the most marked of all.

It is for the same reason that one gasps when tired or exhausted. Try the experiment by taking very short breaths and letting them out in this quick fashion. You have the panting of the invalid. The heat of fever is reduced by the same action. A magnetic person requires a higher temperature than one who is not so endowed, and the loss of animal heat through rapid exhalations is a serious matter. Not only does heat go out, but vitality and magnetism go with it. The cure of one of the worst of faults and the prevention of loss can be found in no other way than under our present principle.

The habits of persons of fine health, when such habits are always present, must be construed as indicating a law; and, when we see such persons in control of the organic functions of breathing, taking firm, vital inhalations, and preventing the "let-go" or collapse of the lungs and diaphragm, we are compelled to admit that respiration is the key to health and to much else besides. So many experiments have been based upon this law that it is not a matter of doubt. Any person may test it. For instance, those who have used drugs vainly, while seeking to overcome such diseases as nervous prostration, low vitality, weakness, loss of life-forces, feeble heart, collapse of digestion, lung debility, and private failures in the functions of manhood and womanhood, have invariably been wrong breathers. They have not had firm, energetic inhalations, nor slow, controlled exhalations. We have

known of many thousands of such cases and have never failed to find the reverse conditions; namely, slow, weak, inhalations, and quick "letting go" exhalations.

The more quickly the breath enters the lungs the sooner its value is imparted to them; the more quickly it goes out the less value it leaves. Speakers who use the voice properly and with the four qualities of perfect resonance, are always in health, for such use of the lungs invites vigor and vitality; but all speakers who know how to use the voice properly know also that the quick inhalation and the slow exhalation are necessary in their profession. Otherwise the orator, as well as the singer, would lack voice control because lacking breath control. Some speakers are accustomed to taking quick, full breaths at every pause, but only at pauses and then only when the pause is a natural one. This habit soon grows on a person and compels the longest exhalations while speaking or singing. It is well known that some of the ablest and most magnetic of professional men and women in public life have used the out-going breath for forty seconds, fifty seconds, sixty seconds, and even more, one claim of ninety seconds being authenticated.

The sensible person drops the use of drugs, and comes under the influence of natural laws. Many and many a weak breather has dosed the system with poisons that could not cure, and has found out at last that medicines cannot give firm inhalations and controlled exhalations, the very things that the health requires. What nature does spontaneously may be employed to invite the conditions that give rise to her acts. Thus, if she marks her healthy men and women with correct methods of breathing, then correct methods of breathing will invite the health that would naturally inspire them. This is right in philosophy; but it is true in practice and has been the means of doing a vast amount of good. Get pure air, then train the lungs to observe the methods that

nature insists upon in periods of health; and they will gradually generate the vitality that will sustain permanent health.

This kind of vitality is of the greatest value in the development of magnetism.

294

Extra-deep inhalations invite extra vitality.

This is the 294th Ralston Principle. As has always been our custom, we have first ascertained what have been the habits of men and women of acknowledged magnetic power; and these we have followed until their identity with the true laws of magnetism has been established. The most noticeable habit of such a person is the firm and rather rapid inhalation; the habit next noticeable is that of a controlled outgoing breath; but there is something of still greater value that nearly always eludes observation, and this is what we are now to speak of.

We must be pardoned for taking our magnetic types from those who are most easily observed when they possess this power known as personal magnetism. We can see and study the speaker and the actor who is thus gifted, for they are always observable. We can also analyze the methods of the man or woman who, in social life, sways others by such charm. And it is such persons who first give us light upon the matters that embody the laws of action which appear in books.

From time immemorial man has evinced the extra energy of magnetic vitality during periods of genuine power; for it is born in him, and has always been a part of his nature. The same thing is apparent to a trained eye whenever a person is exerting the magnetic power, as when a speaker is holding an audience in his power and carrying it onward to greater control. Not only are the breaths firm but there is an extra depth in each inhalation that is not otherwise reached.

This extra depth is noticeable in all persons who are deeply affected by something that exhilarates. We do not refer to laughter or pleasure, but to those episodes that come into lives but rarely and take strong possession of them. We have witnessed this extra deep inhalation in such cases as the following:

1. A woman on being successful in her love suit.

2. A man on receiving a letter announcing a similar success.

3. A society woman at whose home a personage of great fame called.

4. An author on receiving a check for one thousand dollars as payment for his first literary production.

5. A contestant in the crisis of competition, when resolving to win, and finding that he had the power to do so.

6. An orator on an occasion when he felt unusual magnetism and proceeded to exert it with telling results. He passed to climax after climax, each higher and grander than its predecessor, until it seemed as if he could not sustain his power; yet on he went surprising all beholders. At that time the author was intensely interested in getting the exact facts relating to the use of the lungs in the act of extra breathing, and the movement was distinctly observed. It is the same in all cases when the vitality is suddenly increased to an enormous extent.

Since finding its universal prevalence in conditions of excessive magnetism, we have had it put into practice as an exercise, and the results have proved its value. The difficulty is in making the precise movement clearly understood and recognizable by others who may read our description of it. The mechanical practice does but little good, although it sometimes leads to the right method, for which latter reason we give it at this place.

The Mechanical Way.—Take a standing position with the weight of the body sustained on the balls of the feet. Inhale silently through the nostrils, until the lungs are packed full of air. Swing the arm to a high position over the head by a long, quick motion of the hand, at the same time rising suddenly on the tips of the toes, and inhaling as much more air as possible. The quick rise of the body will draw in more air. This is the mechanical method, and lacks the main element of success in that it has no feeling of exhilaration to invite it.

The Magnetic Way.—Repeat the same exercise at some time when the feelings are buoyant. Some persons are able to create a pleasurable excitement by the force of the imagination, and this will serve as well.

Then send the extra deep breath down into the lungs without the aid of the mechanical practice. This can be done after a few weeks of trial, and need not take any time, for the occasions are many in every day when such exercises may be performed. Nearly all of the successful students have practiced while walking outdoors and engaged in other duties. You are compelled to breathe all the time, and it is as easy to breathe right as wrong.

295

Complete exhalations, made slowly, give control of the vitality.

This is the 295th Ralston Principle. It can at once be seen that half-emptied lungs, speaking a popular sense, mean half-filled lungs at all times. We call the lungs empty when the full exhalation has been made; although, in fact, it is not possible to entirely collapse the air-cells. But most persons never get out all the air they can. An invalid will pant when very weak, and this consists in taking in a very small quantity of air and letting it out at once; possibly not five per cent. of

a full respiration, which means that ninety-five per cent. is neglected.

In daily activity the range is greater than in idleness, but not by any means as large as it should be. Even the person who runs for a car, or for other reasons, and gets out of breath, respires in a quick, short action, while the trained athlete compels himself to breathe deeply and slowly, because he knows that one deep breath is better than a dozen short ones. He also knows that he cannot fill a vessel with new material if he does not empty it.

If you have a pitcher which is full of old milk and you wish to have nothing but new milk in it, you would not be content to pour out half of it and then add enough of the new to fill it. The average person does not exchange twenty per cent. of the air in the lungs at a breath made with some depth; and eminent specialists claim that not ten per cent. is exchanged. This is as much as to say that when you have a pitcher full of old milk you will pour off one-tenth, leave the ninety per cent. in the pitcher, add enough new milk to fill it up, pour off one-tenth, fill it up again, and so continue all the time. What would be the result?

One of the great advantages to the health in the study of oratory, reciting, voice culture and similar arts when pursued scientifically, is found in the fact that students are taught to use all the air of the lungs, and to get as much new air as possible in each inhalation. Then comes the great fact that, when all the dead air is taken out of the lungs, their action is more vital. We once had a distinguished pupil who could not learn how to get deep, full breaths under a teacher who taught only the methods of inhalation. We began by teaching nothing but exhalations, and soon had the lungs empty, as it is called. The pupil was surprised at the results. The empty lungs were hungry for air and took it in with

great zest and exhilaration. The vitality and magnetism at once increased in marked degrees.

In this brief period we have presented certain secrets in the methods of respiration that have long been held seclusive by certain European teachers. We have made them clear, and the only remaining duty is to impress upon our students the necessity of adopting them as lifelong habits. In doing so we advise that the mere mechanical part of the practice be made a stepping-stone only to the natural use of the exercises, and be abandoned as soon as possible. Breath should enter the body much as food does, under the impulse of zest and hunger, eagerly taken and absorbed. The mechanical injection of uninvited food is followed by indigestion. The same law holds true in breathing.

For the reason stated we hope that you will try to place yourself in conditions that will invite a love of deeper breaths. Brightness of life tends always to effect this result. You know that you can always find what you are looking for; if it is trouble, you will not have to search far; if it is discouragement and gloom, they are yours; but if you care to seek the bright side of everything, and obtain comfort from living, you will surely find all that you earnestly strive for. A deep breath in a moment of happiness is vital; the exhilaration that attends it leads to magnetism and power.

It is said that all persons are naturally gifted with the art of acting, and no child is denied this talent; the baby, from the time it learns to walk until the era when all "forwardness," so-called, is driven out of it by the stern parent, is a natural actor. It creates, portrays and reproduces the moods and deeds of its elders. In the more limited scope, the stage actor is able to do the same thing. When, for instance, he simulates joy, if he is a real actor, he puts himself in the mood of joy and all attendant circumstances, by

which he actually feels the pleasure he depicts. This is what we would like to have you learn to do.

How many times have we stood before pupils in a school where dramatic work was being taught, and told them to take lines that represented power, authority, triumph and great joy, and notice the methods of the most earnest of them! Those who had a real conception of what acting meant threw themselves into the portrayal as though it were life itself. Here are some of the lines:

"I am the king."

"I have re-created France."

"My happy heart with rapture swells."

"I love, and therefore am a woman."

"To thy knees and crawl for pardon."

"There is no such word as fail."

"Madam, you have bereft me of all words. Only my blood speaks to you in my veins."

"A husband's roof, however lowly, is in the eyes of God and man the temple of a wife's honor."

"I can scarce contain myself, I am so full of joy."

"And this sabre did the deed."

"No power on earth shall part us till I have saved my Selim."

The foregoing lines are a few only of the number that were employed, but they are enough to illustrate what is meant. We advise you to try them in connection with your practice under the principle stated. The lungs must be well filled, and, as the power is conceived just before the line is uttered the extra deep breath is taken. It also comes voluntarily into the lungs at each pause in a sentence, no matter how brief it may be.

END OF STAGE ELEVEN.

HOW TO GRADUATE THEREFROM.

The requirements here are easily understood. Read the pages of the period three times with great care. Examine the principles and apply them until the various methods of breathing may be adopted as a part of your life. Practice fully the small details that are suggested, especially the portrayal of the moods with the quotations given.

You may then fill out the following statement:

MY PRIVATE RECORD.

I hereby state that I entered upon the study of the Respiratory Period on the.....day of.....19...; that I have performed all the requirements, and that I graduated therefrom on the.....day of.....19....

[Signed].....

We are now ready for the

TWELFTH STAGE.

At the end of this *period*, after you have signed your private record, you may fill out the full-page Certificate which follows. It is a good plan to have some person who is skilled in lettering to insert your name.

CERTIFICATE OF GRADUATION

M_____

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

[*Signed*]

_____

STAGE TWELVE.

FINAL PERIOD.

CHAPTER XXVI.

THE ROAD TO POWER.

WE ARE now nearing the end of our course of training. It is with considerable reluctance that we lay down the work, for its varied experiences are full of pleasure, and its exercises yield a constantly growing fund of benefits. In looking back over the pages that have already been conned we find much that is worthy of life study. The musician, the artist, the singer, may graduate from a prescribed course of education, and yet may practice as long as existence endures with ever-increasing advantages. All that is human can be improved, no matter how capable the graduate may be and how much the diploma may be deserved. Each year of life that follows the end of this training should witness some gain in every one of its seasons. To rest is to rust.

Before bringing the study to a close we will consider a few remaining laws that are helpful to the ambitious pupil. These are not specific exercises, but are principles that should invite new habits into your way of living. No one line of practice or of adoption is sufficient. There is nothing in this volume that can be safely omitted. While it often seems that a certain law is more important than all the others combined, and that there are many such laws of leading value, the fact is that all hold places in the general study that cannot be spared. Each is dependent upon all others, and

no one is useless; while the great whole makes a unified system. We therefore suggest that all the seventy principles of this volume be committed to memory and be thoroughly understood.)

296

Personal power is the use of vital electricity.

This is the 296th Ralston Principle. That which is known as mechanical electricity in the world of physics does not become magnetic until it is employed in a certain way. It does not exhibit any power until some use is made of it. So a human being may create, develop or generate all the electricity that the flesh can hold, and yet do nothing with it. The statement has been made that all men and women are agents of this force, and few realize it. Whether so broad an assertion is true or not is of little concern. We know it is self-evident that if a person possesses power and never uses it, the power might as well not exist.

You may succeed, and no doubt will succeed, in generating at will a full supply of vital electricity, but what are you to do with it? Of course there will come the temptation to use it, but the use will not often help you if it is unguided. What is the difference between magnetism and electricity? might often be asked. So we might ask what is the difference between the steam in the engine and the moving locomotive? Electricity is the energy in the human machine, magnetism is the power in the personality. The latter is the use of the former. The value of the locomotive consists not only in its steam, but much more in the use it can make of the steam.

What is the good of having steam if it has no special employment? What is the good of electricity if it is to exist only as electricity? Machinery cannot run itself. Power of use is dependent upon a force that can be used; neither is

valuable without the other. So when the human body is capable of developing all the electrical energy that might be desired, something more has to be done to turn it into personal power. What will you do with it? Let us find reply in the discussion of the next principle.

297

Magnetic rank is determined by the grade of its use.

This is the 297th Ralston Principle. We have seen that it is necessary to employ any force or energy in order to turn it into a power; and we have asked the question, What will you do with the electricity that you may develop? If you do not turn it to use it will die by its own loss, or else will seek expression and escape in nervous unrest. Now let us see what you will do with it.

In order to better understand the uses to which human electricity may be put we wish to embody in this description the reports from some of our students who, for many years, have followed this system in professional, social or business life. These reports are selected because they are representative statements, each standing for a class of experimenters in a single direction. They are not idle thoughts from persons who think they have accomplished something, but are life-histories from men and women whom we have thoroughly investigated and whose assertions are proved by changes in their conditions.

We will begin by a sort of surprise. Many dentists have come to the front with evidences of advantages that we never dreamed of, and we have had a large number of letters from them bearing upon this one point. We might publish almost any letter from the profession and find the same idea presented. Here is the latest: "I entered upon the practice of the Shaftesbury system of personal magnetism with the view to increase my powers in social life, but I found myself

improving in dental work. I never was a nervous man. My hand was always steady; but there are very delicate little instruments that the steadiest hand cannot use too carefully. The practice of personal magnetism gave me an extra skill that has caused a large increase in my business. I can do finer work in every way. The "touch," as we call it, is as gentle and accurate as it can possibly be. I gained everything I desired from the book. The only reason why I am sending fifty dollars for the advanced book is that I wish to have everything upon the subject. I do not know what it will contain, but I cannot get too much information upon this the most important subject in life." We will not present more than one report from each class of persons.

Leaving that, we come to the medical profession. It will be seen that the dentist sought social power and found himself unexpectedly skillful in dental work; also adding that he gained everything he desired from the book, which leaves us to infer that he obtained social power also. Several citizens of his town have corroborated his statement, and inform us that he is now the leading dentist in a populous community, whereas a few years ago he was not considered specially skillful or prosperous, and that the change had come as a surprise to those who knew him. In the medical profession we have reports of similar success, but representing different uses of the acquisition.

While the former found that the nerves were made steadier and the touch far more delicate, the doctors of medicine put the gift to an entirely different use. Here is what one of them says: "I did not wish to learn the art of hypnotizing, for I had learned of its dangers when successful, and of its general impracticability, owing to the very sparse numbers of those who may be subjects. I did not wish to deaden my patients, but to awaken them to life; not to dull their energies, but to brighten them. The book on personal mag-

netism was just what I wanted. I thought it small at first, but it seemed large in every page after awhile. Many and many an exercise in it has proved worth its cost over and over again. You ask me to state what I have accomplished. Well, to begin with, I have built up my own vitality. A doctor has a hard time of it; he is called out at any hour of the day or night, and is subjected to every exposure of weather and disease. I have multiplied my own vitality, and this is my chief gain, for I sought it in preference to others. I have not failed, however, in my efforts in other directions, as far as I have made any. The copy I have is a book of somewhat over one hundred pages, and I prize every page of it." We are told that this doctor has developed in every way since he got the book; but he seems to place chief importance upon his animal vitality. This shows what is meant by the law that magnetic rank is determined by the grade of use.

What is most strikingly apparent in this power is its universal adaptation to every kind of use. The dentist got steadier nerves. The doctor got an unconquerable vitality. One was made more skilled, exact and accurate in workmanship; the other more vital in health. Now it is easy to see that the dentist put more work into the dead-still exercises, while the doctor gave special attention to the tensing movements. Here is a report from a physician whose views have been echoed by nearly all in his profession who have paid any attention to this study: "I got the book for the reason that I had some knowledge of what was meant by personal magnetism, and I aimed to acquire the power of winning my patients' confidence. I wished a strong personality, more pleasing ways, easier manners and a firm confidence in all that I said and did. I need not hesitate to say that I succeeded in all these efforts. My practice is four times larger since I took up the study. My patients are more appreciative. I have often been on the point of sending for your ad-

vanced work, which makes a deep and exhaustive study of the control of others, but I do not see I could gain anything more than I have already attained. I consider this first book complete as a developer of magnetism. It is true that endless instruction might be given for the use of the power. Time is now valuable with me. I am very busy all the day and often into the night, week in and week out." He made certain uses of the power that were not the same as those mentioned in the other cases, and thus the grade was established.

It was a strong personality that he was after. How could that energy which lurks in the body like a full head of steam in a locomotive yield to one man a steadiness of nerve, to another an animal vitality, and to the third a strong personality? It was simply the kind of use which was made of it. Steam is a single energy, but the power it imparts will perform countless different things. Here is what another physician reports: "You ask me why I sent for the book on personal magnetism, what I thought of it, and what good I accomplished by it in my own life. I sent for the book to please a friend. I did not care for it, as I had the idea that by personal magnetism you meant hypnotism, an art that I have no use for. When I saw the book I recognized at once the scientific value of its exercises. I did not rush into its study, but gave my spare time to it without attempt at a system. I became fascinated with the work. I consider myself an example of what it can do for a busy man. I can sum up a long history of improvement in the single remark that I have acquired the power of personal magnetism. That I am sincere in my approval of your system you may know when I say that I have purchased several copies of the first book to give friends, have bought the advanced book, and have induced three others to do the same. I refer to this only to show you that my praise is substantial in deed as

well as in words." While a reader might not understand what the doctor meant when he said that he had acquired the power of personal magnetism, we realize that he had elevated his own life to a plane of control over his fellow-beings. This he accomplished by using the first volume only, and long before he got the advanced work.

Another member of the same profession acknowledges that he was physically crude, rough, ungentle and harsh in manner and tone, all being qualities that are difficult to overcome even by genius, and he finds his life revolutionized by this study. In such case the grade of use was determined by the attempt to make the man gentle. Charm of manner is one of the results of the study. Still another doctor reports that he lacked the power to soothe; he attained it by the course of training; and now claims that his patients are relieved of pain by the touch of his hand. The theory on which this is possible is explained as follows: Pain is, of course, a wave condition of the nerves. Magnetism is necessarily a wave condition. When the latter is stronger than the former it must be able to turn the pain-waves into magnetic-waves. Advanced students in magnetism ought all to be able to accomplish this result, but it involves too much for a volume of the present size.

The power to convert pain-waves into tense-waves is something that many a student of this book will acquire. Perfect mastery of the tension exercises, when attended by all other requirements in the preceding stages of the work, will enable any person to produce tense-waves, and the latter absorb pain-waves, thereby annulling them. This has been done countless thousands of times in all ages. The hand of a magnetic person placed on the head of one whose temple throbs with pain will almost invariably annul the pain, and there is nothing about it that is mysterious or strange. It is a logical result. All sensations of the mind, nerves and flesh

are pulsations or waves, fine to the last degree. Pain is clearly a wave-action, and yet not so fine as the pulsations of magnetism. There could be no sound, no light, no emotion, no thought, no magnetic energy, unless they had some vehicle of transmission, and waves are the natural vehicle of everything. The fine waves of magnetism are intensified by practice.

It is a law of physics and of all life that when two sets of waves meet the stronger or more vital set shall annul the weaker. As pain exists in waves or pulsations, and as magnetism exists in waves or pulsations, the latter set will annul the former when of superior energy, if they come in contact, as in laying the hand on the forehead. The present book affords all the training needed to accomplish this purpose, but there are many students who wish to read and study more on every branch of the subject, and for them an advanced work is prepared.

We thus see that our principle is proved in another sense. This power is employed to soothe, to drive away pain, to cure. It seems to be limitless. But a report from another physician says that he has acquired control of his patients to such an extent they do as he says, obey him implicitly, follow his advice and have faith in him, all which he attributes to this first book. It has proved a complete course of training and development in his case.

Then there are so many clergymen who have gained advantages from this book that we can hardly spare the space to refer to them. They admit three great results:

1. Their sermons have become more powerful, more effective, more interesting, more attractive, and have induced more people to come constantly to hear them.

2. They have become more useful in their religious work, on the ground that the better prepared a minister is, the more good he can do.

3. They have risen higher in their professions and have thereby commanded higher salaries. A letter received as we write this page says: "I have practiced your book-exercises and have followed all its teachings to the end. My people tell me I have been surprising them by better sermons and more earnestness. The pews have filled up. My salary has been raised this month. I owe it all to that one little book." His case is but one in thousands.

The profession that is most readily aided by this study is that of the orator, not only in the pulpit, but at the bar, on the rostrum and in the lyceum; the lecturer and the speaker everywhere. In every ten thousand speakers there will ordinarily be not more than two or three who are attractive in their delivery; the most of them are unmagnetic. Let them take this book into their lives, adopt and absorb its teachings and apply its principles, and we believe that every one of these dull speakers could become powers. The trouble is that conceit has led them into a blind belief that they are interesting speakers. An Arabian proverb says: "He that knows not, and knows not that he knows not—he is a fool, shun him."

Practically all speakers are tiresome, unless they possess magnetism, and if they do the power can be greatly increased.

Our principle tells us that magnetic rank is determined by the grade of use. It is of every possible grade. The business man can use it to his own advantage and to the detriment of others. Many and many a woman has used this power to lift her from a rank of nothingness to one of social sway. The unmagnetic woman may rise socially by the aid of great wealth; but, even without wealth, the magnetic woman becomes her superior, as has been proved over and over again. One is endured, the other is admired. In this way the magnetic rank is determined by its grade of use. Men and young men have also found splendid preparation for society in this course of training.

Parents report freely and enthusiastically of the success they have had in the acquisition of that personality which gives them control of their children. Says a mother who voices the sentiments of others: "I do not scold or whip my children now. They have learned that I love them, and that to obey me is proof of their love for me. I find that magnetism is like a flower, it wins by its beautiful charms." School teachers have reported a similar sentiment. And so we might go on indefinitely in this discussion of our principle.

298

Magnetism preponderates in the faculty employed.

This is the 298th Ralston Principle. Faculties are the voluntary powers of expression or of life; functions are the involuntary operations. Among the faculties are those of mind, nerve, muscle and heart. The first are by far the most numerous, for they are practically unlimited, although those of muscle are regarded as almost countless, since they supply the many avocations of the laborer and artisan, the painter, sculptor, artist, musician and others. Mind is more or less associated with muscle in the higher grades of work, but the faculty predominates in the latter. A knowledge of the piano in theory or in the highest science would produce no music unless the fingers were nimble, accurate and expressive; and there are many persons who are mentally equipped in everything to be desired who are useless to themselves because the wrong faculty predominates.

This is but one illustration out of a million perhaps. Do the muscular faculties require magnetism? Yes, indeed; and every faculty does. We have in a previous chapter told how the musician may be dull or may be magnetic. Yesterday we listened to a pianist who had practiced fifteen years, whose touch was perfect, whose execution was beyond criticism,

and whose technique was flawless. We felt that we were in an atmosphere of absolutely correct playing. But it was cold. The perfection was all that could command our admiration. The effect on us was the same produced upon the Chicago millionaire who wished a perfect woman and got one of marble, as every live woman had a blemish. The perfection of the marble did not atone for its coldness.

So in playing the piano the musician can add magnetism if he knows how. All the geniuses of the world do add this quality; they show that magnetism predominates in the faculty of the muscles. The peculiarly pleasing vibrations of touch are explained by the law of tensing. The mere use of air as in blowing a cornet or other wind instrument may be cold, even if the rendition is artistic, or it may be magnetic under the same law. Here the fingers have nothing to do, the lungs or breath being the performing part. It is, however, true that the playing of wind instruments is generally a most unmagnetic operation, but there are a few geniuses in the world who are able to put soul into the execution, and soul cannot express itself except through magnetism any more than color can live without light.

The success of this study has often been manifested in the better expression of music by our pupils. When a lady writes to ask if she will be able to play with more feeling, more soul, as a result of this course of training, we have always been justified in replying affirmatively. But this much is also true, that she will, if she gains magnetism, find it predominating in that one direction. You cannot allow any one faculty to lead all the others without loss to the rest in the comparison. A musician par excellence is never so good in any other domain of his faculties as in music, and particularly in the one branch of the art which he most fosters, unless he is a man of extraordinary value, and magnetism will tend to emphasize this difference.

The great personages of the world have been often cited as examples of diverse power, embodying more than one preponderating faculty. All have owed their success to the possession of magnetism. Cæsar was not a magnetic orator in the sense that he could outweigh his faculty as a military leader. His thrilling power lay in the fact that he could plan and execute a great campaign. Grant's magnetism gave him coolness coupled with an unshakable steadfastness of purpose. Lee's was a superior courage and strategy. Napoleon intensified the zeal of his soldiers. They worshiped him to such a degree that it was a pleasure to die for him. When he addressed them even with a single remark his power was like an electric shock running through their souls. A company of inspired Frenchmen charging an enemy was like an onslaught of lightning upon a forest. Thus we see that leadership, courage, steadfastness and other essentials to great success are dependent upon magnetism, but also give some particular faculty a preponderance.

This can be followed through all studies of men and women who have risen out of the ranks of the common classes. Byron could not have produced his magnificent poetry if he had not possessed the magnetism of fancy in the keenest and most exalted degree. Milton depended upon a power of expression in the use of grand words, and his themes were so sublime as to lead to the belief that he was inspired; yet we see the predominance of his special gift of magnetism. Shakespeare had also a special gift under the same law, but he swayed to the power of breathing life into his characters and all the lines they uttered. He was not a good actor, for that faculty was outweighed by another kind of genius.

When we get into the inmost lives of authors we find that they, if they are great at all, have moments of thrilling experience with the conditions under which thoughts and

ideas are born within them. The same is true of poets, of orators, of inventors, of all geniuses everywhere. The ability to organize is dependent upon the same power, and the gift of execution is equally an ally of a similar energy. Impart such force to the millions of drifting people in the intelligent ranks of the world to-day, and you would almost think the millennium had come.

299

The gift of personal magnetism is the product of life-methods.

This is the 299th Ralston Principle. We make a broad distinction between what is popularly called a gift and what is a talent. The latter is acquired, the former is born in a person, as the public seems to believe. The fact is that while impulses are born in a person, they are as often stimulated by the conditions under which one lives. Let a young man be brought up out of babyhood with luxury and ease always attending him, and the chances are fully a thousand to one that he will possess neither magnetism nor genius when he is full grown. Let the same young man be compelled to meet life in its hardihood, fighting down conditions that steel him to do his best in conflict with them, and the chances are very many that he will reach mature manhood endowed with the gift of personal magnetism. Why? Because his energies have been aroused and intensified. We do not refer to all those who have seen hard times, but to the less numerous class who have conquered adversity, not drifted with it.

But when magnetism has come into a life by reason of its aroused energies, it must be guarded or it will wreck that life. Judgment counts for something, and character for more. Energy without direction is always a source of danger. So when methods of living have developed the power and it is called natural, the possessor is under greater neces-

sity of becoming its master in every detail than if he had developed it by practice.

It is not only in the struggle against adversity that this power is developed, but in other ways of living (the gift comes to one who conforms to the laws and influences that tend to generate it.) Some women are quick to discern the admiration of the other sex, and then they strive to increase it. This leads to the cultivation of such charms as will aid them. Some rely upon dress, some upon ornament, some upon face decoration, rouge and powder, and some upon a pleasing personality. The last named, if not affected or hollow in effort, soon find themselves on the way to the possession of personal magnetism. Then they are credited with it as a gift, while in fact it is the result of unconscious training.

(It must never be forgotten that the power of magnetism operates most easily and most quickly through habits that please. Of course an enemy is not kindly disposed, yet he is beyond the influence of this art as long as he remains an enemy. Something must move him. His good sense, his good will, must be appealed to and won.) Choate met once an adverse jury. They had taken a dislike to his management of a certain case, and his terrible cross-examination of a female witness. He had allowed his ill-nature to rule his conduct. When he found himself appealing to a hostile jury he saw first that he must win their good will before he could hope to conquer their convictions by his magnetism. So he proceeded to present to them a series of well-known facts to which all persons are agreed. This showed him to be correct in so far. Then by beautiful language and exquisite imagery he fed them upon thoughts that were like a rich outpouring of golden treasure. It charmed them. This was followed by stirring, manly, eloquent portrayals of grand phases in human nature, of struggles against injustice, and of the triumph of right, all of which he gracefully blended into the cause of

his client. In other words, he skirmished to please the jurors, and as they melted one by one he proceeded to deal directly with the case, and he gained a complete victory.

This teaches the value of winning by the use of methods that are most likely to open the way. Browbeating and storming may frighten or appall; but they cannot persuade. Sternness and supreme dignity may have their time and place; we believe them to be valuable under certain conditions; but nature shows us that the beauty and fragrance of summer gardens most allure us to her worship; while wintry chill and angry skies drive us to shelter. We may lay down two guiding axioms at this place; one, that charming ways are quick winners; the other, that value is the best bait. Everybody knows what is herein meant.

Charming ways, when adopted from policy or inclination, will lead to the possession of some magnetism in four cases out of five; but, when not already adopted, they must be added to the course of training in this volume. Suppose you have a great fund of magnetism, and lack judgment, what are you to accomplish? You will be better off than before; but you will possess a power that will run away with you. A man with an untrained horse has something better than nothing. Suppose you are not discreet in your remarks, criticisms or treatment of others; what will you hope to gain in your association with your fellow-beings? Will you woo your maiden friend by magnetism and impudence? The rule is that when you are seeking to charm you must not disgust, annoy, or hurt the feelings of another.

Value is the best bait. Fish are caught by bait. Magnetism is the line that extends the bait and holds the fish until it can be landed. These figures are rough. But we wish to impress the truth. Bait without the power to hold the catching is apt to be useless. Assuming that you have acquired the power, will you fish without bait? What have you to

offer? Do you think that if your brain is shallow and your mind empty you will impress your fellow-beings with your magnetic power? A fairly active mind is of the highest value. We do not think it necessary that the brain should be loaded full of knowledge. Let it not be empty. Learn something new every day. Imagine the result of a musician trying to charm his audience by his playing, even if highly magnetic, when he was ignorant of the laws of harmony, or was unable to play in tune. In his case value would mean a knowledge of his art and skill in the performance.

Suppose you are an orator and wish to sway your audiences by your magnetism; yet had not developed your voice, nor cultivated the use of words. Can a magnetic singer charm the ear if she flats or sharps all her notes, or makes eternal discord in her voice, or leaves the key as readily as she opens her mouth? Value consists in the worth of the thing offered. In conversation he is most magnetic who has the richest fund of ideas with which to harness his magnetism. Then character gives quality and adds value to everything. Physical skill, grace, ease, good deportment, politeness, etiquette, kindness, generosity and scores of kindred charms tend to draw admiration from the public and to pave the way to the successful use of magnetism. You cannot knock your friend down every time you meet him, as a preliminary to winning his good opinion. Character is the good angel that sits on the right hand of magnetism. It includes the study of every charming way.

A crowded life is most happy, and most successful in the use of this art. To have many different things to do in every day, and somewhat more than you can do at all times, tends to arouse the energies and to sharpen the faculties. Men and women who have so many duties that they cannot perform them all without being crowded, and who stand heroically up to them, are the best types of success in this training; for they

never rust; and the rush of life brightens them. To have spare time daily means to be weak. Rest and sleep are duties; apart from them are the hours of activity, and these should be employed full to the brim. Variety of occupation brings relief. Balancing the day's action requires the use of mind, heart, soul, body and nerves in each day of your existence. If you are all or mostly physical, you will not be magnetic. If you are all or mostly mental, you will not be magnetic. To preponderate is one thing, to obliterate is another.

300

Magnetism is a torch of searching power.

This is the 300th Ralston Principle, and the last in this volume. We have introduced seventy of these great laws of nature in this book; and, although they have nearly all been passed over with less description than might have been given them in a much larger work, they have been explained with sufficient fullness to make their meanings clear, and that is all that you or we could wish in the present course of training. In the two other volumes (they are much larger) that complete the advanced study of magnetism, no less than 250 more of the Ralston Principles are given and more fully described. The total number of principles of magnetism, including this book, extend from 231 to 550, being 320 out of the complete list of 1000 principles in Ralston Natural College. We answer this question here for we are continually being asked it by our students.

No more fitting law could be stated in this place, as we are about to close our work, than the present principle. Magnetism is a torch of searching power. Let us predict what you will do with this training, if you are really in earnest. In the first place you will drive away all nervousness, all wasting habits, all tendency to leakage. This will give you an accu-

mulation of the energy which is daily generated in your body. Then you will proceed to increase and intensify this energy until you know what a power it is. A satisfaction will follow that you will recognize as worth more to you than all else in the scope of personal attainment. At last you will find yourself using the power in your intercourse with others; and you will see your life rising steadily above the mass of mankind as the mountain towers above the plain.

We are quoting from the history of our many other pupils who have been in earnest; who have coupled charms of manner with magnetism and who have offered value to those with whom they have had intercourse. Then comes into play the grandest law of existence, to which we would lead up if words could serve us faithfully at this juncture. What is it? Magnetism is a torch. But what does that mean? Torches reveal things. Sound is evidence of other things besides itself. The child that lisps the words, "I love you," makes use of sound to reveal the story of the heart. Light exposes beauty, color, sky, flower, face and all else that greets the eye. It moves in a sea all its own. Deep within that sea is the vast and boundless ocean of the ether that knows no obstruction of matter; for it bathes every molecule of the most compact solid as the flooding volume of a mighty river bathes the thousand islands around which it courses.

This ether is the communicating sea of magnetism. It has varied uses; for thought pulsates in it; emotions pulsate in it; and magnetic impressions pulsate in it. You know very well that you catch thoughts out of the brain of your friends every day. Something cannot leap a gulf of vacuity; it must have the means of transit; the fact that thought is a wave action is well established in science; and a wave action must have a means of moving. Thought cannot vibrate the air; the latter is too coarse. The means of motion must be a sea

fine enough to carry such vibrations. All science is agreed that there is such an ether; even your old unabridged dictionaries describe it; and it is upon such a sea that thoughts speed their way from mind to mind. They differ from emotions in that the latter are not interpreted in words.

When your friend is about to say something and you utter it first, the words and ideas have traveled from the vibrations of his mind through the ether to your own brain; and you recognize them because you and he both speak English and they are capable of being interpreted in words known to both of you. But when he possesses a feeling, mood, passion or emotion that you are able to catch, there is no way of translating it into any language. English or other kind, except that wordless language of life which must be interpreted by intuition; and who is there on earth that has not at times read men and women by this glossary? So the great Murat, standing on the edge of a precipice, knew that his companion had murder in his heart and turned in time to avert the blow.

As soon as you find the power of personal magnetism developing and growing in you, there will come the knowledge of its illuminating quality; for, after a certain degree of success has been attained, this knowledge is the natural outcome. We call it a torch. It first makes your brain clear. Many a report has been sent to us by students of this art, telling of the fact that the mental operations are far more clear than they ever were before. One man writes, "I seem to see into my own mind." Another says, "My thoughts are more distinct to me than they ever were prior to taking up this training." Another says, "Personal magnetism drives all clouds away from the brain." And so they write on this one branch of the subject, all bearing testimony to the important development of clear mental operations.

But the very law that causes personal magnetism to light up the brain of its possessor, also gives it a clearer insight

into the thoughts of others. We never have advanced this claim as an inducement to the public to enter upon the course of training; and we have made no effort to suggest the fact; yet thousands of our students have discovered that the more deeply they go into the practice of personal magnetism, the better prepared they are to cope with the world, for they come nearer to seeing into the hearts and minds of their fellow-beings. A very learned clergyman whose degree of Divinity Doctor was conferred years ago by one of the foremost universities of America, and who is now in the prime and vigor of a very useful life, writes us very frankly as follows, "I believe the time is coming when we will have the power to look into the minds of all men and see their motives. If this is ever accomplished it must be through the agency of personal magnetism. I find that the more I practice it the more of this power I develop. If we are able to see the motives of men, deceit will pass out of the world, and with it sin ought to go too. That grand volume, Universal Magnetism, is very helpful to me in this study." His argument that deceit must cease to exist when we can read the thoughts of others, is well founded; for no one will be able to act dishonestly when the truth is as clear as the light of day.

We have no right to take up time and space in this explanation of a principle that is properly the theme of a higher work on magnetism; but we are at the present writing in possession of a letter that has come to us since the last chapter was begun. It is the opinion of a learned man whose judgment commands respect everywhere. We beg leave to quote a portion of the letter: "And now that I have found it to be as I at first surmised I cannot make myself believe that you are ignorant of the premise. Then comes the thought that, if you have been aware of it all the while, how does it happen that you have been silent? Does not the world care to know? I think it does. * * * I believe that magnetism is the

vocabulary of all creation, the universal speech of the inhabitants of the orbs, the speech of the angels and of God. I believe that, when this power is developed in humanity, the people of earth will walk and talk with higher beings." His earnestness was genuine, for at the end of the letter he added, "I wish you would include this subject in some advanced work." Many of our students have touched upon kindred themes, and have expressed the opinion that the light within the life of a human being who possesses genius or ambition is the clear glow of magnetism.

FAREWELL.

In closing this book and bidding you farewell the author wishes to say distinctly that the course of training set forth in these pages is complete in every respect. The fact that other works of much larger dimensions are published to satisfy the cravings of those who will have all the light possible on the subject, shows the greatness of its scope; but no other work is devoted to the development of this power excepting the volume now open before you. Herein is everything that is required. The uses that can be made of personal magnetism are as unlimited as life itself in its myriad operations; and volumes, or libraries even, could be written on the mode of procedure. We have, however, confined the advanced books to two great departments: one dealing with the sexes, or the influence of man over woman and of woman over man; and the other with the practice of every phase of personal magnetism from the least to the greatest, called universal magnetism.

Sex-study is absolutely essential to the deep development of its opposite through passion, love or affection. Electricity is magnetic in the mechanical world from the fact that it ex-

ists in opposites; it is positive and negative; it attracts and repels; and sex is its natural product when it enters into life. All the vegetable kingdom is dependent upon electricity for its vitality; and every species in that kingdom is sexed; flowers are male and female. The animal kingdom is likewise sexed. The universe is sexed; from immemorial tradition, God the Father, and Nature the common Mother of us all, have been reverenced. Were there not a purpose in the magnetic opposites of man and woman we would be a race of one sex only; for man's place in nature would otherwise be superfluous.

The education of people has run too much to things that are worthless in the battle of progress. Why teach the laws of forces in steam and a score of other subjects when the power within the human body is ignored? Why search for the North Pole or seek to solve the gloom of darkest Africa when the mystery of common communication with minds about us, or the potency of prayer, is left unstudied? The key that turns the lock and opens the door to a realm filled teeming full with untouched knowledge, is here at hand.

Sex-study is absolutely essential to the deep development of an all-possessing magnetism. Man is the opposite of woman. The chain of influence that holds them together is forged in the ether that vibrates between them. Each is powder, and each the match that lights the other. The man who has no use for woman is an empty animal. The woman who does not care for the opposite sex is wax. The magnetic people of history have leaned to the side of error, never to that of virtue. The few who have controlled themselves have been greater for it; but no man or woman of power has lacked sexual attraction. Because it is so essential to the development of the highest, fullest, deepest magnetism, a very large book has been written upon the subject; and it is referred to in later pages as the "Two Sexes." It would not have been

written had it not been necessarily a part of this wonderful study.

The still larger work of "Universal Magnetism" is an attempt to satisfy the hunger of the many persons who wish to see what uses can be made of this power. It answers all inquiries that would naturally arise in the mind of any thoughtful person. The opinions of those who follow the subject in a thorough manner, are clearly expressed in the belief that magnetism is the greatest talent that nature can bestow upon the race, and its study is the most important means of education and improvement in this new century. We are on the threshold of greater advancement in personal attainments in an age when attention has been given too much to the improvement of mechanism outside the body. Man himself has not kept pace with his inventions and discoveries. People admire the strides in the material world, but are practically helpless in their own struggles for supremacy over matter.

It is in these final pages that the author explains the appearance of the two other works in the group devoted to the study of magnetism; but he again emphasizes the fact that they deal with the *uses* of the power, while the present volume is complete in itself as a means of developing it. Here in the twelve stages of progress that are now ending you have all that can be written or told upon the subject. Let your work be faithful, steady and unhasting if you wish to secure results, the value of which will outweigh all that years of learning in dry channels of pedagogy can give.

BUSINESS DEPARTMENT

OF THE

PERSONAL MAGNETISM CLUB.

Why a Club?

A club is an association of persons having a purpose in view. Of late years the word has been applied to books which are produced in groups. We intend the Personal Magnetism Club to assist the readers of the present volume to gain advantages that could not otherwise accrue. We therefore state the purposes of its existence in the following

PLAN OF ORGANIZATION:

1. No duties are obligatory on the members.

2. No fees, costs or charges of any kind are to be assessed.

3. The Annual Experiments are made in the fall of every year. Full directions are given and explained in a printed letter entitled "Annual Experiments." No charge is made for this. Any member of the Personal Magnetism Club who is in good standing at the time, who sends the P. M. Club Number, and an envelope at least 3½ inches wide and 6½ inches long, directed with member's full address and bearing a two-cent stamp, will receive the fall letter as above stated.

4. Any new ideas, exercises or discoveries in the science and art of personal magnetism will be made known to such member in connection with the fall letter. As many of the ablest men of Europe and America are now at work upon this subject, it is certain that new facts will be brought to light.

Some of these will be worth great wealth to persons of ambition. There will be no charge for them.

5. Members who join with us in making experiments are expected to keep us informed of their progress; and to communicate any results that are of special importance, so that we may send reports to all our other members.

6. By allowing our members to remain unfettered we believe they will take more interest in the progress of scientific investigation, and do what they can to assist us in getting at the facts. In so important a study as this, every law and every principle should rest upon the foundation of absolute truth.

7. The names of members shall never be made known either by us or by any other member.

8. A member is not in good standing who breaks the contract directly, indirectly or in spirit.

9. If any member shall undertake to increase the membership of the Club, it must be for the purpose of bringing new power and energy into the lives of those who are drifting away from the channel of prosperity.

10. We cannot answer correspondence not pertaining to business. We send all social letters and questions to the author, or his aids; and he acts upon them in the interest of science, if at all.

DEGREE SYSTEM

OF THE

PERSONAL MAGNETISM CLUB.

To assist those of our members who wish to build up a library of their own we have established a system of degrees, founded upon the following plan:

1. New members who are obtained for the Magnetism Club must be persons of intelligence who are capable of appreciating the advantages of this line of training.

2. They must be persons whom you know and can recommend.

3. Such works as are of exceedingly great value to the student of magnetism will be brought within the degree system so that they may be obtained free of cost in return for such new members as will prove creditable to the Club.

4. As an example of what we mean, we will state that the great volume entitled the "Two Sexes," or the magnetic study of man and woman, will be presented free to any member who brings four worthy persons into the Club. This book is fully described on a later page. Or, if ten new members are procured, we will present the fifty-dollar course of training known as "Universal Magnetism;" a volume that we are told has been worth thousands of dollars to those who have already possessed it. Or, if you wish an Academy of general education in book form, we will send Book of Books for four new members. And so on. See the Library List.

5. Any attempt to vary the offers made will give us the right to fill the order for the amount of the remittance in books at their value as stated in the price list. We cannot accept conditional orders.

RULES OF ADVANTAGE

TO

MEMBERS OF THE RALSTON HEALTH CLUB

If the following privileges are acted upon as offered, any person who is a member of the Ralston Club will be allowed to advance degrees under the rules following:

1. Any person who holds a Club Number in the Personal Magnetism Club may join the Ralston Club by sending $1.10 for the Book of General Membership; then, by using the leaflet in that book, an immediate advance to the fifth degree will be made; but under the Star-System only.

2. Any person of the fifth degree in the Ralston Club, as just stated, is made a tenth degree member by virtue of the fact that such member possesses a Club Number in the Personal Magnetism Club; so that all you would have to do after reaching the fifth degree as a Ralstonite is to mention your two numbers.

3. Having thus become firmly established as a tenth degree member of the Ralston Club you are prepared to go on as a Star-Ralstonite under the next rule.

4. For every member you procure for the Health Club, you are advanced one degree in the Health Club and one degree in the Magnetism Club. For every member you procure for the Magnetism Club, you are advanced five degrees in the two clubs. In other words the two clubs unite as one for degrees only; and this occurs at the tenth degree; not before.

5. Any Ralstonite who is not a member of the Star-System must send $1.10 for the General Membership Book. Any person who already owns a Star Book of General Mem-

bership may simply use the leaflet therein and go to the fifth Star degree.

6. This book of Personal Magnetism will not advance its owner to any degree as a Ralstonite until the fifth Star degree has been reached.

7. The degrees advanced after the tenth Star degree are coincident. Thus if you add one member to the Magnetism Club you advance five degrees in each club, but that would be to the fifteenth degree only in each. The advantage of this double plan is to enable you to secure the great emoluments all the more readily, for it is easier to get members to both clubs than to either one alone. Of your friends and acquaintances some may prefer to go into the Health Club, others into the Magnetism Club, and still others into both; thus actually giving you three opportunities where there would be but one under the old system.

8. For every degree to be advanced by procuring members to the Ralston Health Club we must receive the price of the book of General Membership, $1.10. We then send the book to you or to any address you may give us. You may advance as many degrees at a time as you wish, and the books of General Membership will be sent to you and the degrees advanced at once when you order, provided you promise to find worthy members of the Health Club for the books so ordered; and any emolument due you will be sent at once, thus allowing you plenty of time in which to get the members.

9. For every book of Personal Magnetism you order of us after you have reached the tenth Star-Ralston degree, you will advance five degrees in both clubs. For each book you order you will receive a five-dollar coupon good for the book itself as soon as the person to whom it is to be delivered has signed the usual contract. You will advance the five degrees at once in both clubs; and you may take your time in securing

the member. A five-dollar coupon is good at any time in the future for the Personal Magnetism book. As many such coupons as you desire may be procured at one time. Thus a person could quickly secure the fifty-dollar course of training in this way, and all at once, as stated later on.

10. Any attempt to vary the plan, or to send conditional orders, will give us the right to send the value of the remittance in coupons or in books of either club without emoluments. We rarely have to do this, however.

11. If you wish to send Invitations to your acquaintances or to any worthy persons, we will furnish the Health Insurance Policies of the Ralston Club at one cent each, prepaid, or the Authorized Certificates of Invitation of the Magnetism Club at two cents each, prepaid; being less than the actual cost of same. Both are very effective in securing new members.

BOOKS OF THE DEGREE SYSTEM,

The Most Expensive Courses of Training Brought Within the Reach of Everybody.

THE GRANDEST EMOLUMENTS EVER OFFERED.

The amounts stated do not apply to you. They represent the actual cash prices charged for the emoluments, and which are constantly paid for them when we permit them to be sold. Our plan is to avoid selling them and to hold them as inducements to our members to advance degrees, so that we may suitably reward them.

FOUNDATION BOOK.	**General Membership of Star-Ralstonism.** This can only be procured by sending the price in cash.	$1.10

RALSTON NATURAL COLLEGE.

VOLUME 1. 5th Degree Emolument.	**"Ralston Gardens of Life."** including **Ralston Franchise.** Both free at 5th Degree, if leaflet in Foundation Book is used.	$25.00 $400.00
VOLUME 2. NATURAL COLLEGE. 10th Degree Emolument.	**"Personal Magnetism Club."** This book is the regular 50th Degree of Ralston Natural College, but is substituted for the 10th degree to accommodate our members who wish it as soon as possible.	$5.00
VOLUME 3. NATURAL COLLEGE. 20th Degree Emolument.	**"Ralston Citadel."** Containing three books in one, "School of Character," "Complete Etiquette," "Your Temperament Behind Closed Doors."	$10.00

VOLUME 4. 30th Degree Emolument.	**"Real Life."** WHEN THINGS ARE RIGHT.	$10.00
VOLUME 5. NATURAL COLLEGE. 40th Degree Emolument.	**"Ralston Academy."** Known as "Book of Books."	$5.00
VOLUME 6. NATURAL COLLEGE. 50th Degree Emolument.	**"Ralston Culture."** A very great work. See description later. Free at 50th Degree.	$100.00
VOLUME 7. NATURAL COLLEGE. 60th Degree Emolument.	**"The Two Sexes,"** Or the Magnetic Study of MAN AND WOMAN.	$10.00 √
VOLUME 8. NATURAL COLLEGE. 70th Degree Emolument.	**"Universal Magnetism."** A very great work. See description later. Free at 70th Degree.	$50.00 √
VOLUME 9. NATURAL COLLEGE. 80th Degree Emolument.	**"Seven Realms of Mind."**	$10.00
VOLUME 10. NATURAL COLLEGE. 90th Degree.	**"Immortality."** A scientific proof of life after death.	$10.00
VOLUME 11. NATURAL COLLEGE. 100th Degree.	**"All Existence."** In preparation. Leading to degree of Ph.D., Doctor of Philosophy, to be granted by Ralston University under conditions in course, when properly merited.	$100.00

Volumes 4, 9 and 11 are in preparation, and will all appear as soon as possible. We will not mar them by haste. All other emoluments are now ready. The one hundredth degree may be reached at once if you wish, and all emoluments sent now except the three in preparation, and they will be sent just as soon as they appear.

A LIBRARY

FOR

STUDENTS OF MAGNETISM.

If a clergyman were to depend upon one or two books for his knowledge, his theology would be less expansive than that of other preachers. A well selected library would prove an advantage to him.

If a lawyer were to possess only the statutes of his State, he would not broaden his usefulness as a practitioner until he added other books. A library is much to be desired in that profession.

A doctor might get along on one medical book if his cases were simple; but a library of books peculiar to his avocation would afford him much help.

In the study of Personal Magnetism the present book is all that you will need for the development of the power up to its highest degree of usefulness in the common affairs of life. If you do not care to go further, you will acquire all and much more than you could have expected from this volume. But there come some questions before us at this stage.

WHAT IF YOUR HEALTH IS NOT GOOD? Can you expect to acquire personal magnetism while ill health is depleting your vitality? You see how perfectly consistent we are when we provide the Ralston Health Club for you as the surest and speediest means of getting well and of keeping well. Here are the facts:

1. Nine hundred and ninety-nine persons in every thousand die of disease.

2. There is but one intended death, and that is the natural wearing out of the body in serene and peaceful old age without suffering.

3. Not until disease is stamped out of existence will humanity be able to understand that the body and all its faculties are intended by the Creator for a grander work than the mere task of feeding, clothing, sheltering and pleasing it; yet to-day there are not many who can do as much as these. A life is wasted that cannot do more.

4. The Ralston Health Club has solved the problems of the preservation of health, the prevention of disease, and the cure of all curable maladies, without medicines or apparatus of any kind, and therefore has two classes of membership, to wit:

CLASS ONE.

Those who HAVE good health and wish to RETAIN it.

CLASS TWO.

Those who have LOST good health and wish to REGAIN it.

Members of CLASS ONE use the book of General Membership, which is the volume of life membership.

Members of CLASS TWO enter "Ralston Gardens," after procuring the book above mentioned. The method of so doing is stated in the volume, and all provisions are clearly set forth therein. When completely restored to health, each member comes into CLASS ONE and remains there for life.

COST.

For the book of General Membership and all its collateral advantages, $1.10. "Ralston Gardens" is not for sale, as all steps for entering are plainly provided in the book of General Membership.

ANOTHER QUESTION.

Assuming that you are exceedingly magnetic and yet lack character, moral courage, judgment, good taste and tact; do you think magnetism will prove a power that can direct itself apart from these qualities? We therefore are perfectly consistent in offering the SCHOOL OF CHARACTER as part one of "Ralston Citadel."

How about etiquette, good form, deportment, rules of social intercourse and that vast system of personal conduct which includes polish and refinement and paves the way to the homes and confidence of your acquaintances? Can you ignore them? We are consistent when we offer you in part two of Ralston Citadel the only complete guide to etiquette and good form that has ever been published. A leader of Boston society says, "It is such an accurate book that we will all be glad to welcome it as the authority on all rules of social conduct. It is the first complete work I have ever seen on the subject." In the present age no gentleman or lady can afford to be without it.

Then as part three of "RALSTON CITADEL" we offer YOUR TEMPERAMENT BEHIND CLOSED DOORS. This is a second edition of the work; the first issue having been much smaller, and yet it constituted the old fiftieth degree of the Ralston Club. Now it is new, different, much more extensive, and yet is one of three great books all included in the single volume of the new twentieth degree, entitled "RALSTON CITADEL." Eight letters in one day announced to us that recent purchases of the "Citadel" declared it to be the grandest work they had ever seen from the pen of a human being.

In the sublimest of all systems, "YOUR TEMPERAMENT BEHIND CLOSED DOORS" must always stand as the foremost production of man's creation. It is the deepest work, probably, that was ever written by a human being, yet it is so

simple in construction that a child could almost understand it. It comes home to you as no other work can. It deals with your temperament and finds it for you. It shows how you got it, what your ancestry was, what influences are at work in your life, what sway the past holds over you, what dangers attend your present career, and what you must do and should do right away to offset the power of heredity when it is against you, and to maintain it when it is favorable.

A temperament means something. Its import is more than all else in a life. It means that the origin out of which it sprang is speaking to-day; that a controlling force is shaping the present and seeking to fix the future of the individual; and that thought, feeling, health, destiny, and all that is attached to existence, are being molded like potter's clay in the hands of temperament. Hence the study of yourself and the analysis of your makeup constitute the most important duties of to-day.

But no method has been given to mankind until Shaftesbury formulated his new system (1900). Its array of facts are absolute proofs of the laws laid down, and they rest on a scientific and not a speculative basis. They show an exact number of temperaments; they tell you how, with positive certainty, you may discover your temperament; they show its origin; they analyze you as the chemist would analyze his material; and, closing the doors behind you, they show you the "inmost part of yourself," leading you into truths that you do not suspect exist. There is much that is hopeful in every individual, and much that is baneful.

There is no way of measuring your real self except by the analysis furnished by "YOUR TEMPERAMENT," and you have no right to proceed with the responsible duties of life without knowing your fitness for them and the effect of influences that are to sway you from or to the goal toward which your course seems now to be tending.

NOW ANOTHER QUESTION.

Suppose you are ignorant; or, that is, not a person of excellent education. Ignorance, bad grammar, errors of speech, etc., must always militate against you. Of course we know that uneducated persons may succeed in life by the energetic aid of great personal magnetism; but they could succeed much more readily if they were to avoid the evidences of ignorance. When a lawyer is unable to use the language correctly the public regard him as lacking in ability, for they reason that if he were able he would have sense enough to overcome his faults by touching up his general education. So we are consistent in placing Ralston Academy, or Book of Books, at the disposal of our members. It is the emolument of the 40th Degree. It contains fourteen courses of educational studies, all rendered easy for everybody: Grammar, Rhetoric, Logic, and so on through fourteen books in one big volume.

Here's another:

Suppose you wish to win some person of the opposite sex, and had plenty of magnetism, but no knowledge of that sex; would you succeed so quickly and so easily? Are we not consistent in offering you for your magnetism library the grand volume entitled

THE TWO SEXES,

otherwise known as

MAN AND WOMAN,

a magnetic study of your opposite.

The Two Sexes consists of twenty books, all bound together in one giant volume. These are as follows:

Book 1—Origin of the Sexes.

Book 2—The Two Sexes in Nature.

Book 3—Anatomy and Physiology of the Sexes.
Book 4—Design, Purpose and Uses.
Book 5—The Budding of the Sexes.
Book 6—The Blossoming of the Sexes.
Book 7—Courtship and Selection.
Book 8—Marriage and Mating.
Book 9—Sex Magnetism.
Book 10—Winning the Female.
Book 11—Winning the Male.

NOTE—Books 9, 10 and 11 include the whole study of Personal Magnetism as far as it relates to these subjects, and the scope is very great. These three books alone contain nearly one thousand facts, laws and experiments. The latter are worth from $25.00 to $50.00 to any ambitious investigator.

Book 12—Love; So Called. Normal and as a Nervous Disorder.
Book 13—Sex Maladies of the Male.
Book 14—Sex Maladies of the Female.
Book 15—Hermaphrodites.
Book 16—Laws of Offspring and Heredity.
Book 17—The Male Brain.
Book 18—The Female Brain.

NOTE—It is now known that every brain is either male or female; but the brain is not always physically sexed with the body. Thus, many men have female brains and many women have male brains.

Book 19—Functions of the Two Sexes.
Book 20—Destiny of the Two Sexes.

All twenty books are in one large volume, the whole constituting the 60th Degree emolument as described on a previous page.

Then again:

Suppose you were intensely interested in the many uses of the power of personal magnetism, and wished to pursue the subject as far as possible, would you not think your library should contain a work of

PRIVATE LESSONS
IN THE MAGNETIC CONTROL OF OTHERS,

with every conceivable means of help? These special advantages are found in

UNIVERSAL MAGNETISM,

the largest of the giant volumes. The price is fifty dollars, and we are constantly selling the book at that price for cash and with no discount, nor with any other advantages whatever. Our cash sales are largely confined to men and women whose friends have previously purchased the book for cash and recommended it to others without our knowledge. "What, pay fifty dollars for one book?" asks a stranger. Yes, some books are sold for more than that. "I took my wife to a New York hotel, and the price for room and meals for six days was seventy-two dollars." Hundreds of thousands of men spend as much every week for room and meals. Compared with the advantages received and the good accomplished, the book of Universal Magnetism would be worth a million dollars.

This fifty-dollar volume will be worth five thousand dollars to you in twenty-four months. Try it and see what it does for you. If you cannot spare fifty dollars it is a great misfortune to you, for the coupons which are sent you free will bring back every cent of the investment. If you go to college, it costs hundreds of dollars; if you go into business, it costs thousands of dollars; if you invest in "Universal Magnetism" it costs nothing by the coupon system, and only fifty dollars outright; and what will you get? EVERYTHING.

Whether it is worth fifty dollars or not may be estimated from the following facts:

1. It is by far the largest book ever written on the subject.

2. It is the only recent work dealing with this matter, and is many years ahead of the last work of its kind. It is fully abreast of the age.

3. It contains five times more matter and one hundred times more information than the nearest competitor in size or value. It also contains 150 new principles, now printed for the first time.

4. It shows by experiments that Hypnotism is a negative power which depresses the person influenced, and that Magnetism is a positive power which charms and elevates the person influenced.

5. It shows that every person may at times be subject to hypnotic or magnetic forces, unless fortified by personal magnetism.

6. The success attained under the private study of its principles prove it to be the most valuable means of education for real life. Most great men and women have been self-educated, and have depended upon the very impulses which are furnished herein.

7. We will place any graduate of this volume against any graduate of university or college, and prove the former to be better qualified to succeed in the world.

8. More persons are studying Shaftesbury at this day than any other author or system. It is the acknowledged fashion. In Boston, New York, or any great city, you will see his books in hand everywhere. Yet Universal Magnetism is the latest and greatest of all his works of training.

9. This volume is divided into ten great realms and ten estates, any two of which are more than worth the full price of the whole work.

10. The second realm is devoted to hypnotism, and this alone has the largest scope of any work ever published on the subject, is the most authentic, the most complete and thorough, and contains information, lessons and training not ob-

tainable elsewhere. It would cost thousands of dollars in private lessons. Shaftesbury has trained some of the most successful hypnotists living.

11. The other realms and estates are devoted to the noble art of magnetism, "the power to influence or control mind and matter." We do not believe failure is possible in the case of any student of this volume who is in earnest.

12. The book may be used for general gain, or for any one or more of the following special powers:

Power over audiences.
Power in the ministry.
Power over juries.
Power in the medical profession.
Power in business.
Power in social relations.
Power over the opposite sex.
Power in temptation.
Power in self cures.
Power in certain cures of other persons.
Power through subconsciousness.

If there is anything you wish to learn, or which you desire to have explained, or any power you wish to acquire within range of human possibilities, we guarantee that you will find it in this great encyclopedia of magnetism, and nowhere else. Its price is not high; you pay twenty times more for an academic education that is far less valuable. Sold only under private engagement.

The reasons why we demand that the owner of the volume, Universal Magnetism, shall keep the work for his or her exclusive use are merely of a business nature, and are as follows:

1. Most persons seek the course of training for the purpose of influencing or controlling other persons, and the

knowledge of that fact would lessen the influence sought to be exerted, making it harder, though not impossible to win.

2. A husband conceals his purpose of study from his wife when her conduct is such that he may properly desire to secure control over her; and there are thousands of husbands who are secretly taking this course to-day.

3. A wife for the same reason may adopt a similar method, and our reports show that many husbands who had neglected their homes and families have been brought into a higher plane of existence under the controlling influence of their wives.

4. Nearly all persons who secure this volume wish the fact kept secret, for it is a purely private affair.

5. It is likewise true that nearly all persons who have previously taken the course are glad to make the promise of secrecy, in order to give a genuine excuse to those who would seek to borrow the book, if the matter were made known.

6. Many experiments are made and are to be made with owners of the book, looking to assisting them by the light of new facts, none of which would succeed, so as to prove the laws at work, unless we were sure of exclusive lines of influence. Much of our knowledge has been secured by the privacy of the experiments. This alone is of the highest advantage to those who would reap the fullest satisfaction.

7. The book itself, though complete and exhaustive, is not all that may come to the purchaser. What follows is free of all expense, and is sent only on the conditions stated in the volume, and as progress may in our opinion require. We are glad to receive reports from students of the book, and to act upon them. One of the necessary conditions is the strict observance of the contract.

CONTRACT.

I hereby state that my correct name and full address are as stated below; that I wish to engage in the study of advanced magnetism and the magnetic control of others solely for the good I may accomplish, both in my own development and in my dealings with others; and that the magnetic power I may acquire I will never use to enable me to obtain an unfair advantage over any person. And further, believing thoroughly in the motto that what is everybody's affair is nobody's, and that it is good business judgment to keep special information of great value and importance within the exclusive possession of those who pay for it (although its benefits may be given freely to others), I solemnly pledge my honor that I will not make known to any person from whom I have a right to keep my private affairs the whole or any part of the contents of the new volume, "Universal Magnetism;" nor will I sell, lend, hire out, or part with my actual possession of said volume to any person or persons whatsoever; and this I do frankly, intending to abide by the same in full faith, without any mental reservation or intention of evading the direct import hereof, as well as for the purpose of not forfeiting the special advantages that may follow the purchase of the book. My answers to the questions are as follows:

What is your temperament?.....

[If you do not know, state color of skin, hair and eyes.]

Are you cool and phlegmatic by habit, or are you high-strung, nervous and excitable?.....

If you purchase the book for cash, as so many have done, copy the foregoing contract and enclose same with remittance, or else send the following: "To Ralston Publishing Company, Washington, D. C.—I enclose draft (or money order) for fifty dollars for Universal Magnetism. I have signed contract in ink in my book of the Personal Mag-

netism Club, No....., and I agree to all its provisions. My temperament is..... and my nervous condition is naturally....."

In case you seek the book free by the Degree System, read carefully the rules on pages preceding, and send copy of contract also.

END OF STAGE TWELVE.

HOW TO GRADUATE THEREFROM.

Having brought the entire book to a close, the final graduation is now in order. The requirements are that you will read every word of this period through three times with great care, including all that is said in the business department of the Club. You should be well informed on all its rules, so that you can assist others in case they may need your advice as to how to proceed. In case you or your friends may enter upon any of the Club details, this information will be extra valuable. You may then fill out the following statement:

MY PRIVATE RECORD.

I hereby state that I have carefully read three times every word of the twelfth period, including the business department, and that I fully understand all that I have read. The principles, as far as may be, I will try to adopt in my life. Before signing this statement I have regularly signed and complied with all the provisions and records of each and every stage in this volume prior to this; nor have I advanced with undue haste in so doing. All the full-page Certificates have also been filled out by me to the end, so that this book shows a complete record of graduation. I have this day notified Ralston University, Washington, D. C.,

that I am a graduate of the full course of training in Personal Magnetism.

[Name] .....

[Date] .....

At the end of this *period*, after you have signed your private record, you may fill out the full-page Certificate which follows. It is a good plan to have some person who is skilled in lettering to insert your name.

CERTIFICATE OF GRADUATION

M.

has graduated from the foregoing period in the study and adoption of the science and arts of personal magnetism, and is to be recognized as a graduate of such stage in the

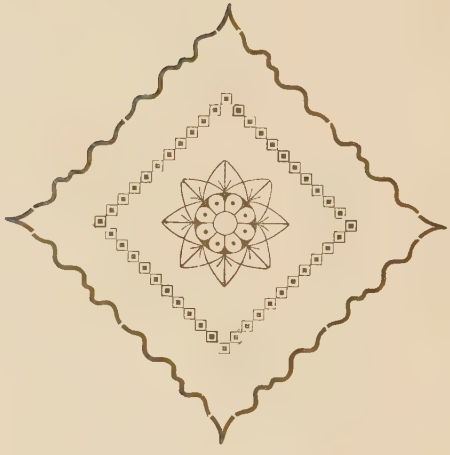
PERSONAL MAGNETISM CLUB

FOR

HONOR WEALTH and POWER

SEAL

[*Signed*]



IN CLOSING THIS WORK

We see that a vast amount of ground has been covered by the twelve stages presented in its many chapters. The pupil who has been in earnest and who has proceeded with a genuine interest from the beginning to the end will have ascertained by this time that the study of personal magnetism is the most important element of a practical education, if that which is most useful in the great world is what is sought. The lessons have shown thousands of facts, among which are the following as the most prominent:

1. That magnetism permeates all life from the least to the greatest.

2. What it is, how it exists, and its methods of operation.

3. The accidents by which some persons are naturally endowed with the so-called power.

4. The kind of individual who cannot acquire personal magnetism.

5. The kind of individual who can acquire personal magnetism.

6. The popular errors now prevalent on the subject.

7. The best course to pursue.

8. The advantage derived from private personal experiments on one's self.

9. The use of experiments on others.

10. The best use of personal magnetism as a power in general life.

11. The best methods of gauging the condition at any time.

12. The best methods of measuring the progress made at each stage of the work.

The first three of these leading facts are seen in the early stages of the book. The next two are proved by the results reached in the case of those who undertake to advance through the volume by complying with the requirements of

each stage, for the method is sure to develop personal magnetism in each and every individual who possesses the intelligence to appreciate the value of the course and the ambition to master it. Evidence of the possibility of arousing this power is seen almost at the very start. The popular errors on the subject are exposed in the treatment of the comparative uses of hypnotism and magnetism. We know of the unyielding claims of certain positive scientists who insist that some hypnotists can overpower any person, if sufficient time be allowed for manipulation; but we still deny the truthfulness of the claim both in science and in fact, and we are sure that there must be a cataleptic tendency, even if it is never otherwise developed, in order for any man or woman to become an hypnotic subject. On the other hand, the power of personal magnetism is exerted on all persons in the very instant of its possession.

The best course to pursue is shown over and over again in the pages of this book, and there can be no mistake of its meaning. The advantages derived from private personal experiments on one's self are set forth in countless ways, so to speak, and we see the use of the experiments on others by the many benefits gained. The best use of the art as a power in life is summed up in the last chapters of the book. The best ways of gauging your condition, and of measuring your progress at each stage of the work is to adhere to the plan presented in the book, to make all the experiments required and be able conscientiously to fill out the Certificates of Graduation in their order.

While we have issued many books of training in the past, and are still issuing them, we know of no work that is so valuable to every earnest individual as this volume of the

PERSONAL MAGNETISM CLUB OF AMERICA.

"WE SHALL MEET OFTEN."

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